THE FINANCIAL POST

The Canadian Newspaper for Business Men and Investors

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FARMERS PAVE THE WAY TO MEET MANUFACTURERS

Suggestion of National Economic Conference is Made

GREAT OPPORTUNITY

Meeting Which The Financial Post Has Urged for Years Should be Followed up by C.M.A.

Paving the way to a common ground for the consideration of problems affecting industry and agriculture, the get-together meeting of representatives of the Canadian Manufacturers' Association and the Canadian Council of Agricuture in Toronto this week has great possibilities in the working out of tariff and other questions bearing on the business situation. At this gathering, as at the meetings which have been held between the farmers' parliament and the mortgage loaning interests, there was displayed a willingness on the part of the agricultural leaders to extend that broader economic view which has marked the nationalizing of farm organizations to embrace, mutually with industry and finance, those larger questions affecting the whole community. If these relations can be brought to a working basis, and the radical and trouble-making elements forced into the background, business should be able to look forward with greater confidence.

The definite suggestion for the establishment of a Canadian national economic council, with the view of evolving a policy fair to all parts of the country and all interests, was made to the manufacturers by George Edwards, president of the Saskatchewan Grain Growers' Association. He struck the keynote of the gathering by emphasizing the growing realization of the inter-dependence of Canadian interests, and the necessity for coping with problems created by great distances and varieties of industry. In the same vein, Elmer Davis, Kingston, on behalf of the council of the C. M. A., urged the manufacturers to follow the example of the Western grain growers in coming to Eastern Canada, and to go West and study Western problems; they would then have a higher appreciation of the courage and resourcefulness of the farmers in meeting the serious difficulties which beset their industry.

Frankness on the Tariff

That the rank and file of the farmer bodies represented in the council of agriculture are not agitators was emphasized by Mr. Edwards, and this was evident from the tenor of his remarks and the attitude of the other guests. The tariff was particularly mentioned as one of the issues which could be dealt with to advantage in a free discussion by representatives of farmers and manfacturers. An agreement might not be possible, but only good could result from a better mutual understanding of opposing views.

At various conferences with farmer organizations the Dominion Mortgage Association has been able to bring about cordial working relations in the solution of farm credits problems, and the way is now open for the C. M. A. to do likewise in the interests of the manufacturers and Canadian business generally.

Seize the Opportunity

What has been accomplished is of the greatest importance; for years THE FINANCIAL POST has been urging just such a step to bring about a better understanding between the agricultural and manufacturing interests, believing that they have many interests in common and others which can be adjusted to a basis of mutual advantage. But the benefits to be gained will depend upon the advantage taken of the opportunity. It is largely up to the C. M. A. The door is now open, and it is for the manufacturers to see that it is not again closed.

Merely to mention that the dinner concluded with three cheers for the manufacturers, proposed by Mrs. J. S. Amos, president of the United Farm Women of Ontario, and followed by cheers for the C. C. A. led by J. M. Taylor, vice-president of the C. M. A., is to indicate the cordial relations established.

T. A. Russell acted as chairman, and head table guests included: J. H. Macdonald, Vancouver; George Edwards, Markinch, Sask.; W. A. Amos, president of the United Farmers of Ontario; Mrs. J. S. Amos, president of the United Farm Women of Ontario; Mrs. Ida MacNeal, Expanse, Sask.; Elmer Davis, Kingston; A. J. M. Poole, Kelwood, Man., and W. H. Miner, chairman of the Montreal branch of C. M. A.

American Coal Producers Capitalize Strikes in Canada

The economic loss to Canada of the continuous strikes in the Nova Scotia coal fields is indicated in an article in the United States "Commerce Reports." Discussing the outlook for American coal sales in Canada, the review states: "The competition of Nova Scotia coal is not to be feared because of highly unsatisfactory labor conditions which seem to make a protracted strike inevitable."

Tie-up of N.S. Coal Mines Close at Hand

From Our Own Correspondent

GLACE BAY, N. S. — The industrial situation is approaching a crisis. United Mines Workers' executive this week, in a communication to J. E. McLurg, vice-president of British Empire Steel, requested that the collieries which have been idle for the past several weeks resume operations at once, at least on a four-day-a-week basis, and that the company's order restricting credit at their stores be rescinded.

Should the company refuse to do this, the U. M. W. executive board will take immediate action which may resolve itself into withdrawal of maintenance forces from the mines, the U. M. W., being strongly of the opinion that the corporation's attitude of the past few days means nothing less than the forcing of a lockout. The miners have given the corporation 24 hours in which to make their answer.

OTTAWA BACKING VENTURE ALREADY A KNOWN FAILURE

Expenditure of Millions Failed to Produce Binder Twine Hemp

From Our Own Correspondent.

NEW YORK.—The proposal made in the House of Commons to subsidize a binder twine industry in the Canadian West by means of a subsidy to hemp growers in Manitoba, Saskatchewan and Alberta, is regarded in local fibre industry as a rather wild project, more likely than not to result in heavy losses both to the Canadian government and those who propose putting their money in the manufacturing end of the business.

The project of growing hemp of a certain kind in the Canadian West and erecting binder twine factories to produce from this hemp the immense quantities of binder twine which the West uses annually, is not new, equipment manufacturers say. They add that so far it has been found impossible to grow any fibre north of Yucatan, Mexico, which can be used successfully in the manufacture of binder twine. The hemp produced in Western Canada and in some of the Northwestern States, notably Wisconsin, can be and is used to make cheap wrapping twines, but due to the absence of oil in its composition it rots easily and is not sufficiently durable to serve as a binder twine material. Furthermore, it is so costly as compared with the fibres turned out by cheap tropical labor that in recent years it has been driven out of even the wrapping cord field.

The hemp growing industry and plants which tried to turn it into binder twine in Wisconsin long since went by the board. Started just after the close of the war when disturbed conditions in Mexico made it difficult, if not impossible, to obtain sisal, the material from which most binder twine is now made, these plants flourished for a time. The return of better conditions in Mexico and the renewal of sisal shipments from Mexico rapidly drove them from the field.

During the past ten years International Harvester, chief producer of binder twine in North America, spent millions trying to grow a fibre suitable for its binder twine plants within the limits of the United States. Obtaining, as it did, a great part of its raw material for its binder twine plants from unsettled tropical countries, it could never be certain of its supply nor of the prices it would have to pay for fibre. Naturally, it wanted to escape from this situation.

Five millions were sunk by International Harvester in California alone. For a time it was thought that fibre had been produced that would compare both in quantity and price with the Mexican and South African products. But the final tests undergone by the first batches of fibre produced caused the whole enterprise to be adandoned.

Loblaw to Open Store in Western Canada

Loblaw Groceterias Co., Limited, are about to arrange new financing which will be used, in part, to retire some mortgage obligations now against certain of the store properties, and which, it is understood, will provide funds for contemplated extensions.

The Loblaw company has grown in five years from two stores until to-day it operates 27 stores in Ontario, and will in April open a store in Edmonton. Mr. Loblaw also has invaded the United States, operating three stores there now—but under a separate company from that through which the Canadian business has been developed.

The progress of the company provides one of the romances of Canadian business. The rapid development of stores and turnover evidently being accompanied by an adequate building up of reserves. The extensions to date, have been almost entirely made out of profits.

STEEL PLANT NEAR CAPACITY

SYDNEY, N.S.—Sydney steel palnt is now producing almost at capacity and in the past few weeks several departments have set new records for production. The announcement is contained in a statement issued by J. E. McLurg, vice-president of the British Empire Steel Corporation.

MORTGAGE MEN AND FARMERS SIT DOWN TOGETHER

Both Interested in Making More Profit on the Land

MUTUAL PROBLEMS

Warning That Government Loans Will Not Solve the Credit Problem—Westerners Express Ideas

The desire of the mortgage loaning institutions of Canada to establish themselves not only as money lenders to the farmers, but as partners in the agricultural industry in which they have staked so many millions of private funds—deposited or invested with them—becomes more and more evident. For some years practical and far-reaching efforts have been made at co-operation in the solution of farm problems and that these efforts have borne fruit and have been appreciated is evident not only in the actual results which have followed in more prosperous farming operations, but in the evidences of appreciation on the part of the agricultural community. When the Dominion Mortgage and Investment Association found that the Canadian Council of Agriculture was to meet in Toronto this week the annual meeting was arranged to coincide, and the cordial relations which were established at a conference between the two bodies in November last in Winnipeg were strengthened at the annual dinner; here, intermingling, were the representatives of the farming industry of Canada and of trust, loan and insurance companies with assets of over $1,740,000,000 all with a common interest in the success of agriculture.

To listen to Sir Joseph Flavelle, with his fifty years' experience in many fields of business, tell of the efforts which have resulted in the sound upbuilding of industrial and financial institutions and to hear from a young, aggressive agriculturalist like A. J. M. Poole, president of the Manitoba United Farmers, tell of his plans to make his own farm a success and of his efforts to keep the organized farmers of Manitoba with their feet on the ground, was to come to the conclusion that success, whether in industry, in finance or in agriculture, is founded on common principles.

Danger in Government Loans

And in the atmosphere of mutual seeking for the other viewpoint, created by these and similar addresses, the straightforward advice of C. M. Bowman, who, out of practical experience in bringing better farming conditions to the West through mixed farming crop rotation is able to speak to the farmers in their own language, found a reception which it would have been difficult to secure under other circumstances. Mr. Bowman, who is an active member of the executive of the Mutual Life of Waterloo, has spent a great deal of time and effort in the study and application of practical mixed farming methods in the West; in this work he has come to realize that there is a need for some form of credit to fill the gap between mortgages and bank loans, but he tells the farmers that the way to get this is through the machinery already established—that it would be a calamity to have the government embark on some soft money scheme. On the other hand, the farmer spokesmen were equally frank in stating that among other things for the good of agriculture they desired cheaper money; however, it was evident that there are differences of opinion as to the best way of obtaining this boon.

"My neighbor from Manitoba," was

(Continued on page 16)

Post's Review Gonthier Report Causes Sensation at Ottawa

Because it served to bring out the salient points of an otherwise neglected government document, THE FINANCIAL POST'S article of last week on Auditor-General Gonthier's report, which called attention to the fact that millions in government funds were handled without an audit, created a sensation in Canada's public life. Mr. Robb dealt with THE POST'S article at length in the House of Commons and made repeated references to it in a letter to Mr. Gonthier dealing with the latter's statements. This letter, which in effect states that Mr. Gonthier was employed to improve a certain condition of affairs and not call public attention to it, is reproduced elsewhere in this issue. Mr. Gonthier has replied, and this reply will probably be made public later.

THE FINANCIAL POST gave the news of Gonthier's criticisms when the Ottawa press correspondents failed to uncover anything out of the usual in the government blue book. In fact it would seem that if Mr. Robb and other members of the government had previously read the report they had likewise failed to see its startling significance. Following Mr. Robb's lead the newspapers throughout the country have since shown their appreciation of the report's news value by devoting extensive space and big type headings to it.

A previous editorial in the Ottawa Journal, headed "Our Amazing Auditor General," refers to Mr. Gonthier's ability to play golf and wear a splendid uniform, and deals with his report as containing nothing constructive or important. This extract is typical:

> Well, Monsieur Gonthier has reported. He has reported; and we're completely disillusioned. In a long introduction to the same kind of a report that other auditor generals used to get out for $5,000 a year, he tells us his troubles and trials; and reading them we are convinced that he missed his vocation. Instead of being an auditor general, he should have been a professor of apologetics.

It is evident from the developments that Mr. Gonthier's course in presenting his criticisms in the manner which would he followed in dealing with the board of a private corporation is not quite the thing in dealing with public affairs. A report to the government is in effect a report to the general public and for political and other reasons such reports are usually shorn of such drastic statements as those which the auditor-general submitted.

It may be that Mr. Gonthier's report will set an example in frank speaking in regard to public affairs and that as a result of the correspondence between the auditor and the department of finance the opportunity will be made for working out certain changes which will work for permanent improvement.

Holt's Move to Defeat Exportation of Power

With Sir Herbert Holt in Control of Price Interests, and Taschereau and Ferguson on Record Opposed to Exports, Canada's Position Strengthens—But the Fight Is Not Over

From Our Own Correspondent.

NEW YORK.—The report published in THE FINANCIAL POST that Sir Herbert Holt had bought control of the Duke-Price Power Co., has attracted some attention in local financial houses interested in the larger aspects of the international power situation. If this is the case, the change thus indicated in the alignment of the financial powers behind the big power development companies in the province of Quebec, indicates victory for the Canadian interests in the big battle now under way for control of the waterpowers of the province. According to local informants the first victory in the battle was won when E. A. Robert was ousted as a big factor in the Quebec power industry, and the second was the success of the big power companies in getting back of them the governments of the two provinces in their fight against the exportation of power to the United States. The third was the refusal within the past two weeks of a syndicate headed by one of the best known bond underwriting houses in the United States and Canada, to take a $10,000,000 issue to finance the Carillon development. The fourth is apparently this move on the part of the big Montreal power interests to gain control of the $50,000,000 power development on the Saguenay.

The opinion prevails here that while the late head of the Montreal Tramways group was ousted from the position of power he occupied apparently for one set of reasons, he actually was removed largely because he insisted upon going ahead with his plans to develop waterpowers on the Ottawa River and export the power to the United States. As intimated many months ago in THE FINANCIAL POST he had enlisted the aid of New England capital and planned to export power.

But even with the change in his fortunes Robert did not cease his efforts. During the past two months negotiations have been under way with American bankers, located this time in New York City, with a view toward interesting them financially in the Quebec-New England Power Company. It was not until both Premier Taschereau and Premier Ferguson made it quite clear even to the bankers on this side of the line that both Quebec and Ontario were unalterably opposed to the exportation of power from these two provinces that the negotiations came to an end.

But the abrupt termination between the Canadian backers of the Carillon development and the local bankers is not the only indication that local financiers interested in waterpower development have read aright recent signs in the Canadian political firmament. Over the weekend the International Paper Company has announced its intention of forming a new Canadian subsidiary to take over certain properties of the Riordon Co. Students of the international aspects of the Canadian power situation see in this step another acknowledgment on the part of American capital that American industries dependent upon cheap power for their existence must go to Canada and not hope to draw upon Canada for power for plants located on this side of the international border. In buying the a paper company, the International is buying some very valuable waterpower rights; the formation of a big Canadian subsidiary to develop these rights is evidently an acknowledgment on the company's part that whatever power the company or its subsidiaries may have in Canada must be used in Canada. While primarily a paper company the International and its subsidiaries are becoming increasingly interested in power development both here and in Canada. It will be remembered that for a number of years the International held an option to develop Grand Falls in New Brunswick, and is now operating a big power plant at Sherman Island in the upper Hudson.

But despite the recent "breaks" favorable to the Canadian power interests, it is not believed here in financial circles that the struggle is bv any means over. Plans are rapidly coming to a head which will make the gigantic superpower enterprise, which has been so much discussed in the American press, a fact that it is thought that every effort is being made both here and in Canada to link up developed and undeveloped Canadian waterpowers with the scheme. Within the past month Governor Gifford, of Pennsylvania, has expressed the opinion in no uncertain way that within a short time, relatively speaking, the hydro-electric enterprises of the United States will be controlled by one big "trust." It is the opinion of many here that the plans of those who wish to see this co-ordination of the hydro-electric enterprises of the United States brought about include the development of the waterpowers of the St. Lawrence and the co-ordination of the hydro-electric plants of Eastern Canada with the plants of the Eastern states in some way yet undefined.

To Repair Our Sinking Funds

The standing of Canadian provincial securities with American investors and investment bankers will undoubtedly suffer as the result of the revelations regarding deficits in the Ontario Hydro sinking funds in the Wyer report to the Smithsonian Institution. This is indicated by the comments on Ontario's finances which have appeared in various financial publications. It is both futile and foolish to blame Mr. Wyer for calling attention to this situation. It is much better that such faults should be brought to light if the ultimate result is to bring home to the government of Ontario and the governments of other provinces the necessity for putting their houses in order financially. In the meantime those provinces which have followed the narrow path of financial safety will get their reward in a relatively better price for their bonds.

Ontario's unsatisfactory sinking fund position cannot be charged altogether to the Hydro. The total sum lacking to put the fund on a satisfactory basis in the opinion of financial experts is perhaps double the deficit mentioned in the Hydro accounts.

That the situation is being realized by the government is indicated by the intimation this week by Hon. G. S. Henry that the government is seeking new sources of taxation income in order to make proper sinking fund provisions.

THE FINANCIAL POST has urged upon the Ontario government the advisability of appointing a competent financial expert as commissioner of finance. It does not seem probable that this idea will be adopted.

For An Advisory Board

The same end could be gained by the appointment of an advisorv commission of experienced business men and financiers to assist the government in dealing with the situation now being faced and working out a plan to bring the finances of the province to a sound basis, particularly as regards sinking funds. Such men as Thomas Bradshaw, Sir Joseph Flavelle and G. T. Clarkson would, we believe, be willing to serve on such a board as a public duty and would be of great assistance to the government in dealing with this very important problem.

The idea of an advisory commission of outstanding business and financial leaders to assist the government in this way is advanced for consideration not only in Ontario but in other provinces where adjustments in matters financial are advisable.

FARMERS STILL HOLD 25,000,000 BUS. OF WHEAT ON PRAIRIES

Total Still Available for Flour or Export 90 Million

PAYMENT BY POOL

Manitoba Farmers Get 35c. Bushel, Amounting to Around 25 Million Dollars

CORA E. HIND.

WINNIPEG.—There have been a number of inquiries both from the east and from Britain as to the amount of wheat still in the farmers' hands and for sale over and above seed requirements. I am figuring it at about 25,000,000, all told, of which probably 22,000,000 will be suitable for flour. But this estimate is considered high by many in the trade and is much higher than that of the North West Grain Dealers. But there are about five months of the crop year to run and we have 250,000 farms on which are grown more or less wheat and if the farmers have cleaned up more closely, over and above seed, than the 25,000,000 indicated, it is a closer clean up than has ever been made before in my experience.

At the first of March the situation was about as follows: In round figures 45,000,000 bushels were in store at the head of the lakes, Canadian eastern ports and afloat; 14,000,000 in American ports; 23,000,000 in interior elevators; 22,000,000 to 25,000,000 in farmers' hands and 7,000,000 in the shape of flour in store in Canada. Flour requirements for home consumption will run around 7,000,000 bushels and leaving, say, from 12,000,000 to 15,000,000 for grain in transit and a carryover, there should be around 90,000,000 bushels for export as either wheat or flour.

Predict Hot Summer

The question of what will be seeded this season is an interesting one. Foster and the Smithonian Institute at Washington are agreed, apparently, that it is to be an exceedingly hot summer. Foster says also a very dry one. That being the case western wheat acreage should be considerably reduced, as a precautionary measure.

While in districts, where the crop failed last year, considerable summer fallowing was done, the dry weather in the season for ploughing, I feel sure, reduced the general amount of fallowed land, and some of the fallowing was too badly done, owing to dry weather that it is a question as to whether it might not as well have been let alone. The threshing season

(Continued on page 15)

Want Paper People to Manufacture Here

From Our Own Correspondent.

SYDNEY.—Cape Breton and the mining districts of Nova Scotia, while glad to support Halifax and St. John in their claims for more port business, see little chance to benefit by the proposed limitation of Imperial preference to shipments of goods entering at Canadian ports. The issues which chiefly concern this part of the country are cheaper rail rates to and from Central Canada, better tariff protection on coal and steel, and some action to oblige the paper people to manufacture their pulpwood and pulp in this country instead of shipping the raw material across the border to build up foreign communities.

ALGOMA STEEL GETS RAIL ORDERS

The rail mill of the Algoma Steel Corporation commenced operations this week and will run on double turn, orders to last between four and five months being now on hand and further orders in prospect.

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The Logical Place

The logical place for stocks and bonds, wills, insurance policies is in a Safety Deposit Box. Not only will they be safe from fire and theft, but they will be in a convenient and known place when they are wanted. Rent a Safety Deposit Box at this Bank. It costs little-it means much.

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AN EXCEPTION

Dignified Lady: "Clarence!"

Clarence stopped the car and looked around.

"It is not my custom to call my chaffeurs by their first names. What is your surname, Clarence?"

"Darling, Madam."

"Drive on, Clarence!"—Forbes Magazine.

BAWLF GRAIN

According to interim reports for the period ended December 31, 1924, profits of the N. Bawlf Grain Company, and of its subsidiary, the Bawlf Terminal Elevator Company, are being maintained at satisfactory levels. The company has also improved to a considerable extent its cash position.

MANITOBA AMONG BEST AREAS FOR SALES PROSPECTS

Field Crops Alone Added Sixty Million Dollars of Revenue

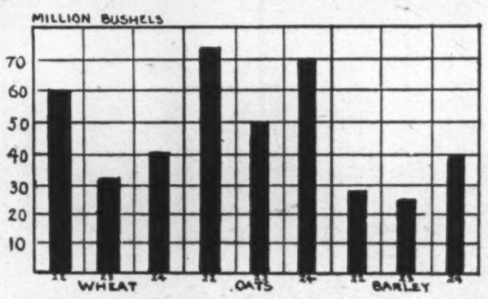
Some months ago it was predicted in these columns that Manitoba would probably be the best sales area of the Dominion during 1925 on account of the favorable combination of farm conditions which existed. These conditions were materially larger crops at very much higher prices, and greatly increased livestock sales. Conditions in Manitoba to-day indicate that the prediction was materially correct.

The final estimate of the grain crops made by the Bureau of Statistics places the total wheat yield of Manitoba at 41,464,000 bushels against 32,804,000 last year. In estimating the total value of this crop the bureau used an average of $1.24 per bushel, yielding $51,415,000, while last year the average used was 67c, making a total value of $21,979,000. Last year's yield of oats was valued at $17,611,000, while this year's is worth $33,243,000. Last year's barley crop was worth $9,519,000 and this year's, $28,646,000. From all field crops last year Manitoba realized $84,081,000 in comparison with $141,400,000 this year.

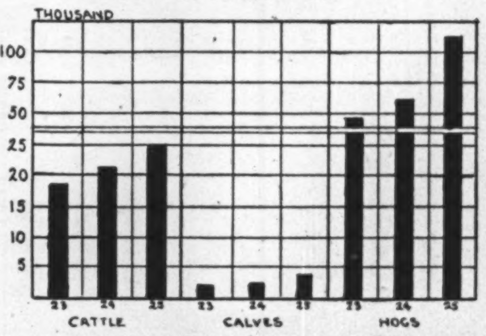
In the field of livestock the story is the same. Total sales of cattle, calves and hogs were very much higher during 1924 than 1923 and the province is now realizing from this increase. This year so far, total sales are very much higher than was the case at the beginning of last year, and prices for some grades are much better.

The importance of this radical rise in farm revenue is shown by the fact that farm revenue is nearly half of the total revenue of the province from branches of production. The result of the addition of nearly $60,000,000 to be divided amongst a population of little more than 600,000, or a per capita addition of $100, is a wholesale increase in purchasing power expended in debt payment as well as in new purchases. A number of the large mercantile firms report that collections are very much better, and that new business has improved very definitely. It is also significant that a number of municipalities which were in an extremely unsatisfactory financial position only two years or so ago, now report a handsome surplus, and state that tax collections are much better than was the case even a few months ago.

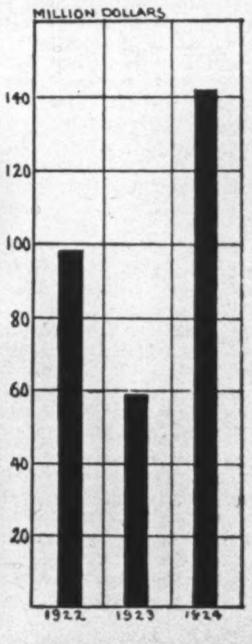
The industrial situation in Manitoba has experienced a smaller degree of improvement, but there are signs of the effect of the increased crops upon manufacturing concerns. The employment figure prepared by the Dominion Bureau jumped from 81.4 at the beginning of the year to 84.2 in February, for the city of Winnipeg, which is more or less typical of conditions in the urban centres throughout the province. In general, business conditions throughout Manitoba have improved probably more in the last few months than have conditions in any of the provinces, and the improvement bids fair to continue in view of the sound basis on which it is built.



MANITOBA GRAIN YIELD



LIVESTOCK SALES (WINNIPEG) 1ST. 6 WEEKS



FIELD CROP VALUES MAN

MORE EMPLOYMENT IN INDUSTRY SHOWN IN LATEST FIGURES

Most Large Cities Show Increase but Toronto Unemployed Are Higher

February employment figures for the Dominion show a decided improvement over January, according to statistics compiled by Dominion Bureau of Statistics, the index being 86.1 as against 83.9. The betterment is in evidence in all provinces and in all the larger cities with the exception of Ottawa and Vancouver, where there was a slight decline.

The distinctive features of the employment situation are an improvement in manufacturing which was more pronounced than in any other group and an increase in the number employed in logging and construction. There were some other small gains, while mining and trade registered declines. In the various manufacturing lines, rubber, lumber, iron and steel, made the leading gains. The index figures for the large cities for the last three years follow:

	Jan. 1 1923	Jan. 1 1924	Jan. 1 1925	Feb. 1 1925
Montreal	79.8	86.3	82.5	85.3
Toronto	84.7	85.6	82.2	83
Winnipeg	92.6	85.3	81.4	84.2
Vancouver	87.7	91.1	98.3	97.4

These reports are tabulated from reports from 5,832 firms employing 709,878 persons or 16,821 more on Feb. 1 than on Jan. 1.

On the other hand figures supplied at the Government labor bureau in Toronto indicate that there is an increase in unemployment, "a startling one," is the way the director put it. The figures of unemployed registered for Toronto follow:

January, 1923	2,315
January, 1924	3,515
Jan. 25, 1925	5,400
Feb. 20, 1925	7,786

These figures are actual registrations of men who are seeking work and are in direct contrast to the optimistic figures of the Federal Bureau of Statistics. In the matter of placements, the bureau states that the greatest relief has come from the farm sections, where there is a good demand for good farm hands. There has also been an increased demand for skilled workmen in the automobile, tire, glass and paint and varnish industries.

NEW JOBBING COMPANY FOR PRAIRIES

WINNIPEG.—A big jobbing concern, Western Canada Importers, Ltd., has been formed to distribute foreign and domestic lines in the four Western provinces. The new corporation, headed by Harry H. Wells, former sales manager of the Revillon Wholesale here, will have its headquarters in Edmonton.

Anthracite War is Not Impossible; Strike Expected

Coal men are to-day asking if there is to be a war between independent anthracite producers and the old line companies. The reason for this is that there is a glut of anthracite on the market, wholesale prices have been falling materially, until to-day the mines are facing the question of further cuts or closing down, as dealers are not placing orders. To-day coal can be purchased at the mines below $8 net. The use of substitutes, particularly coke, is said to have made serious inroads on the anthracite market. Some dealers declare that coke is here to stay and will have the effect of materially reducing the strangle-hold anthracite had on the domestic market. Everything points to a strike in the anthracite fields in August. It is said that the operators are out for a showdown, lower wages and lower prices, to combat the coke invasion.

Creston Valley Fruit Crop Shows an Increased Value

From Our Own Correspondent

CRESTON, B.C.—The 1924 production of fruit and vegetables in Creston Valley, was $358,000. This shows a gain of $113,000 in comparison with the 1923 figure of $245,000. This is in part accounted for by an increase from 160,000 boxes of apples to 220,000, and in part by the better prices received, particularly for apples and strawberries. On the strawberry output of 22,617 crates, the price averaged almost 40 cents higher than in 1923.

Canadian Conditions

Car Loadings—		
	1925	1924
Week Feb. 21	56,170	47,098+19.2%
	1925	1924
Yr. to date	408,222	386,987+ 5.5%
Grain Receipts—		
Aug. 1 to Feb. 20	192,935,129	310,590,382—37.9%
Building—		
	1925	1924
January	$4,236,154	$4,087,102+ 3.6%
	1924	1923
12 months ..	112,978,719	120,174,563— 5.9%
Bank Clearings—February—		
	1925	1924
	$1,079,666,662	$1,265,380,844—13.2%
Savings Deposits—Chart. Banks—		
	1924	1923
Decem.	$1,237,611,267	$1,180,037,130+ 4.8%
Current Loans—By Banks—		
	1924	1923
December	$938,711,730	$1,011,612,518— 7.2%
Net Dominion Debt—Jan. 31—		
	1925	1924
	$2,415,471,564	$2,411,388,604+ .18%
Railway Earnings— January—		
	1925	1924
C.P.R.	$11,896,513	$13,392,432—11.2%
Oper. ex.	11,312,744	12,532,032— 9.7%
Net	583,768	860,399—32.1%
12 Months—		
	1924	1923
C.P.R.	$182,502,156	$195,837,089— 6.7%
Oper. ex. ..	145,274,914	158,358,079— 8.3%
Net	37,227,241	37,479,010— 0.6%
12 Months—		
C.N.R. .. .	$235,588,182	253,135,487— 6.9%
Oper. ex. ..	218,343,931	232,704,838— 6.1%
Net	17,244,251	20,430,649—15.6%
Balance of Trade— 12 months Jan. 30—		
	1924	1923
Exp.	$1,063,829,743	1,019,860,499+ 4.3%
Imp. ..	799,982,015	901,512,730—11.2%
Bal.	263,847,728	118,347,769+122.9%

BUDGET PROBABLY WILL COME DOWN LATE IN MARCH

Boot and Shoe Interests Ask for Change in Customs

From Our Own Correspondent.

OTTAWA.—It now begins to look as though the budget might be brought down at the latter end of March. If the government business is in as good shape as some say it is, there is no reason why Hon. J. A. Robb should not make his annual statement by that time. As there are not many tariff changes to be announced, this feature of the budget should not hold it up.

The coal mining districts of the Maritime Provinces are making strong efforts to have the duty raised so as to shut out the lower priced coal of the United States. It seems that the cost of production in some of the American mines is lower than that in Nova Scotia, the result being that the Americans are capturing a portion of the Maritime market. It would occasion no surprise if the coal duties were jacked up a little.

The boot and shoe manufacturers have been here interviewing the Cabinet in the hopes of having changes made in the tariff that will prevent the British Preference cutting so deeply into their output. In common with several other industries, this one has, until recently, had trouble in demonstrating the extent to which imports are interfering with its operations. As long as the trade returns showed only the value of imports, and not quantities, it was hard to make progress, because, prices being lower, the aggregate value was also below that of former years, even though the importations were more numerous. But the action of the trade authorities in showing quantities has made quite a difference.

For example, during the fiscal year 1923 the number of pairs of boots and shoes imported was 179,916; whereas in 1924 it was 405,567; the value went from $404,132 to $724,181. During the fiscal year 1919 the value was only $130,120. The notion that during the last few years there has been an increase in exports of boots and shoes that has largely offset the increase in imports is disproved by the fact that whereas in 1924 exports were $304,913, in 1920 they were $5,679,720.

Much curiosity is evinced over what may be done for coke plants, but little or no information is available. The low tariff men, with the exception of A. R. McMaster, appear to be giving ground, being ready to admit that under certain conditions protection may be necessary. Even some of the Progressives are saying that the bonus system as a means of aiding new industries may be all right.

FAVORABLE BALANCE IS UP $145,000,000

United Kingdom Responsible for Largest Part of Increase in Exports—Imports Down

Canada's favorable trade balance has risen by more than $145,000,000 during the year ending with January, the figure being $276,273,000 as against $131,737,000 last year. This was made possible by combined declining imports and expanding exports, the former having dropped by more than $100,000,000, and the latter having expanded to the extent of $43,000,000. Exports for the last twelve months were $1,076,256,159 and imports $799,982,015.

Outstanding among the export items were increases in the sales of agricultural and vegetable products amounting to $27,000,000, and in the sales of animal products, of $20,000,000. Exports of non-ferrous metals were about $27,000,000 greater than last year while there was a decline in most of the other main groups. The most significant decline in imports was in the case of iron and its products, imports of which dropped by more than $37,000,000.

Taking the trade figures by countries there was an increase of more than $30,000,000 in the volume of our exports to the United Kingdom, while imports from there fell off by $9,000,000. In the case of the United States our imports declined by $88,000,000, and exports also fell off to the extent of about $6,000,000. Exports to Germany increased by $10,000,000, to China $3,000,000, to Belgium $5,000,000 and to Newfoundland $2,300,000.

FREIGHT LOADINGS UP

In contrast with a radical decline in car loading at this time last year, the figure for the week ending February 21, was up by 9,072 cars. The total of 56,170 was an increase also in comparison with the previous week, despite the shut down of the coal mines in Nova Scotia, and also heavy snowstorms in the eastern districts. In the western division grain loading was lighter than last year but merchandise and miscellaneous freight both showed gains.

A GOOD NAME

The advantage of dealing with an institution with a good name is that it cannot jeopardize a customer's interests without jeopardizing its own. We have a billion dollar reputation at stake every time we build a million dollar job.

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EXECUTORS AND TRUSTEES

S. H. HENDERSON, President. E. L. McDONALD, Treasurer. E. H. DEWART, Vice-President

The Wawanesa Mutual Insurance Company

An outstanding example of successful co-operation among farmers.

THE LARGEST FARMERS' MUTUAL IN CANADA

BALANCE SHEET—December 31, 1924

Cash Assets	468,435.52
Assessments, 1923 unpaid	40,365.23
Assessments, 1924 unpaid	166,903.34
Premium notes, unassessed	1,173,219.91
	1,848,924.06
Reserve for unearned Premiums	128,451.62
Commissions and Policy Fees	10,462.92
Losses unadjusted	33,811.40
Re-insurance	4,656.41
Surplus for policy-holders	1,671,542.71
	1,848,924.06

AUDITOR'S STATEMENT

WAWANESA MUTUAL INSURANCE CO., Wawanesa, Man.—

Gentlemen:—I hereby certify to having audited the books and accounts of the Wawanesa Mutual Insurance Company for the year ending December 31, 1924 and the Cash Statement and Balance Sheet fairly show the position of the Company on that date and agree with the books.

The securities are vouched for by the bank, and I have counted the cash and verified the bank balance.

The statements this year are combined with those of the Miniota Mutual, as your Company has by Agreement underwritten that Company.

The position of the Company has greatly improved during the year, all expenses and appraised losses having been paid, and a balance cash on hand of $41,183.88 and outstanding assessments yet to be collected of $207,268.62.

Yours respectfully,
C. A. CORBOULD, C.A.
Winnipeg, Jan. 26, 1925.

Losses paid in 1924..............$ 550,408.32
Insurance in force, over $130,000,000.00

Bonds to cash value of over $130,000.00 in the hands of the Provincial Governments.

WAWANESA, MAN.
C. M. VANSTONE, Secretary-Manager.

LEGAL

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Barristers and Solicitors.
Lewis Duncan H. Brooke Bell

Lewis Duncan, Author of "The Law and Practice of Bankruptcy in Canada."

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Barristers, Solicitors, Notaries, etc.
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Alex. B. Mackay, M.A., LL.B.,
Solicitors for Standard Bank of Canada.
CALGARY, ALBERTA
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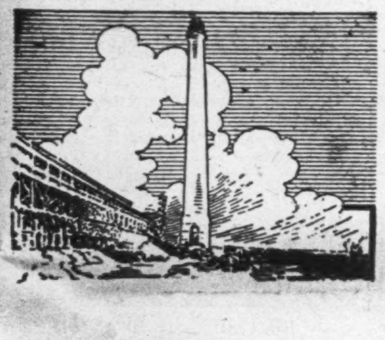
MONTREAL TORONTO HALIFAX



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Engineers & Contractors
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RAILWAY RATES AGAIN CONFUSED BY NEW DECISION

Crow's Nest Tariffs Only Apply to Half C.P.R. Mileage

From Our Own Correspondent

OTTAWA.—The Supreme Court has given its judgment in the Crow's Nest Pass appeal case and business men, farmers and every one else who has anything to ship west, as well as those in the West who have anything to ship east, are asking what does it mean, and what will happen?

First, it means that the Railway Commission cannot fix rates on the commodities mentioned in the Crow's Nest agreement higher than the rates provided for therein. It doesn't make any difference how much some communities may be discriminated against, they will have to bear it until parliament changes the law.

Secondly, the judgment means that the Crow's Nest rates apply only to points that were on the Canadian Pacific system in 1897. This also means that if you are shipping from a point that is only a few miles outside of that territory covered by the statute enacted 27 years ago, you can't claim the Crow's Nest rates if the railways do not voluntarily desire to extend them to you.

Of course, this means very great discrimination, for when the agreement was entered into in 1897 the Canadian Pacific mileage was only 7,300 miles, as compared with a little over 14,000 miles to-day in all Canada. In 1897 the company's mileage in the western provinces was only 3,600 miles, now it is over 8,000. And according to the judgment this extra mileage can't claim the Crow's Nest rates.

But the judgment means even a great deal more than that. As is well known, these rates have been automatically applied to new portions of the system; the Canadian National also had to meet them at competitive points. But as the number of competitive points will be much reduced, of course, a very much smaller number of shippers on the National system will get the advantage of the Crow's Nest rates.

This is the effect of the judgment until parliament changes the law. It should, however, be explained that the Crow's Nest grain rates will continue until the railways file new tariffs; and as there is not much grain moving just now they may not file new ones pending action by parliament.

As to what will happen, no one can say definitely just now. It is quite plain that the discriminations must be removed. But how? is the real question. The western people are hoping that the government will provide for their removal by doing something to the effect that the existing Crow's Nest rates be extended to all portions of the prairie country; that is insofar as the existing grain and flour rates on shipments eastward, and on the special commodities moving westward.

These are great expectations, and it is impossible to say whether they will be realized. It would mean the extending to the whole railway territory in the prairie provinces of rates that in 1897 were considered fair when the operating ratio was only 57, whereas it is now 80 on the Canadian Pacific and 95 on the Canadian National.

In 1897 the C. P. R. granted these rates in return for a subsidy of about $3,000,000, and the court now says that the rates were only to apply to 7,300 miles. Now it is proposed by some to extend them to 14,000 miles without anything being given in return and this extension would also bring in the National mileage.

But the government has to consider many others besides shippers in the prairie provinces. British Columbia also wants the Crow's Nest scale. It also wants the Mountain scale of rates removed. Then the Maritime Provinces want lower rates, but say that they can't get them if the prairies are to get the Crow's Nest scale to the extent they want it.

The general effect is that the country is in a terrible mix-up over rates, the worst, indeed, it has ever known. No one knows just what will happen. Politics add to the elements making it more difficult to work out a solution.

Hon. R. W. Craig, Manitoba's attorney-general, says that so as Manitoba is concerned, the province will not be satisfied until the reduced rates are equitably operative and discrimination removed on those points which were adversely affected by the tariffs as filed by the railway companies on July 7 last year.

Building Shortage in U.S. is Now Being Caught Up

WASHINGTON. — America is getting caught up on its housing shortage. Building construction last year declined about 600 million dollars over the year previous. This year, according to the Copper and Brass Research Association, prospects indicate a four billion dollar building program, smaller by more than a billion than that of last year. Building unmistakably is slowing down somewhat. It signifies nothing more, however, than the passing of the war boom period and a trend toward normal in the industry.

"Buy a Home" is Advice of National Cash Head

Buy a home. Go into debt on it and buy it within the sound of the factory whistle, is the advice of J. H. Barringer, 1st vice-president and general manager of the National Cash Register Company. "If you are not buying a home, now is the time to start," Mr. Barringer declared. "When a man is buying a home and facing an obligation in the way of a debt he is a better employee."

How Sales Tax Discriminates

Example No. 6

Where a firm purchases in Canada or imports goods in bulk and repackages the goods in Canada the government classes him as a wholesaler and assesses tax on the value of the goods in bulk, and on the cost of the containers in which the goods are repacked for sale. Such a firm pays sales tax only on the factory cost of the product.

A Canadian manufacturer of the same or a similar product is compelled to pay sales tax on the sale price of his product, which includes the cost of manufacture, cost of packing, overhead, profit, and selling expense.

To illustrate, an article which is sold to the consumer in package form, e.g., medical tablets and pills, may be imported in bulk, repacked in small packages and sold under the name of the importer. The government gets a sales tax on the duty paid value of the article in bulk and on the cost of the containers. A manufacturer producing a similar article in Canada and putting it up in similar packages is operating at a serious disadvantage by reason of having to pay sales tax on his selling price of the product ready for distribution, which selling price will include not only the cost of the materials out of which the article is manufactured and on the packages, but also the cost of packing, his overhead, his profit and his selling expense.

COURT DECISION IN CROW'S NEST CASE DRAWS FINE LINES

Parliament Will Have to Draw New Rates for East and West

From the Supreme Court's decision that the Crow's Nest Pass Act was binding and that the rates provided by that act were the maximum rates which could be applied in the territory concerned, one or two possible developments become obvious.

The court held that the railway board was not empowered to authorize railway rates upon the C. P. R. in excess of the maximum rates referred to in the Crow's Nest Pass Act. Also that Crow's Nest rates are not applicable to westbound traffic originating anywhere on C. P. R. lines east of Fort Wliliam, even as they existed in 1897, but **only to westbound traffic originating east of Fort William on "the company's line of railway."**

The court indicated that Crow's Nest rates will be applicable on **westbound freight to all points west of Fort William which were on "any line of railway owned or leased by or operated on account of the Canadian Pacific Railway at the date of the passing of the Act."** This makes it clear that only freight **originating east of Fort William on the "owned"** lines of the C. P. R. at the time of the making of the agreement will be entitled to the Crow's Nest rates. This being the case, these rates will be confined to a line extending from Callander in Northern Ontario through North Bay to Fort William, this being practically the only line actually owned by the C.P.R. at that time, a charter having been granted in the 80's. Practically every other line of the C. P. R. at that time is said to have been under long lease.

It is understood, says Hardware and Metal, that this phase of the subject is receiving some attention, and if this viewpoint is upheld there is likely to be a rapid adjustment of the situation by the carriers. If this is not upheld, the situation still is chaotic.

There is so far litle evidence of what action parliament will take on the matter. Grain rates will likely be made statutary and other rates established on such basis as to eliminate discrimination between points both in the east and the west. It was thought the final adjustment might represent a rate slightly lower than the regular tariff in effect prior to the re-establishment of the Crow's Nest agreement, but higher than the latter rates.

TARIFF BEARS MOST ON MANUFACTURES

Five Commodities Provide Forty Per Cent. of the Total Duty

MONTREAL.—Five different items of import into Canada provide forty per cent. of the total customs revenue of the Dominion. In the twelve months to March 31 last, the total customs duties collected were $135,000,000. Yet the following five items provided about $54,000,000 of the total duties:

Commodities	Duties
Piece goods, for manufacture into clothing	$14,300,000
Alcoholic beverages	13,000,000
Automobiles	10,500,000
Sugar	9,700,000
Coal	6,700,000

Clothing imported paid over $6,300,000 in duties. Various household utilities paid $5,500,000; tea paid $2,800,000; industrial machinery $5,100,000; and raw materials for the metal working industries upwards of $4.500,000.

Canada's customs duties bear most heavily on manufactured goods. Of the $135,100,000 of duties collected only $12,700,000 was collected on raw materials (all chiefly on coal and farm produce); $11,500,000 was collected on partly manufactured goods (chiefly agricultural products) and no less than $109,900,000 was collected on manufactured goods.

The Eastern Townships Bank

A Chapter in the Story of a Canadian Banking Family

Head Office of the Eastern Townships Bank Sherbrooke now occupied by The Canadian Bank of Commerce

THE Eastern Townships Bank, founded in 1859 and amalgamated with The Canadian Bank of Commerce in 1912, held from the very beginning a unique position among the settlers of south-eastern Quebec. Cut off by political barriers from the New England States, where many of them had their origin, and by poor transportation facilities from the older settlements of the St. Lawrence Valley, they had long felt keenly the need of a local bank, and when subscription lists were opened for stock in the new institution, every class and every section in the community co-operated to make the project a success.

The Bank commenced its career on the eve of a remarkable development in the economic life of the Townships, and as the present network of railways began to spread over the district, as gold and copper mining came into prominence, and as factories were set up in the various centres, the Bank's business grew and prospered. Then came the lean years, for the Townships and the Bank alike, from 1874 to 1881, followed by a gradual revival of business, and from 1885 onwards by a marked expansion.

In 1895 the Bank began to establish branches in Quebec outside the Eastern Townships and in 1898 opened its first Western branch at Grand Forks, B. C. In 1911 it was considering a material extension of its Western business when a proposal was received from The Canadian Bank of Commerce for the union of the two institutions. The proposal was accepted and the amalgamation, which became effective the following year, brought 103 offices of the Eastern Townships Bank into the nation-wide family of The Canadian Bank of Commerce.

One of a series of advertisements describing the banks now incorporated with The Canadian Bank of Commerce.

THE CANADIAN BANK OF COMMERCE

A15

Fiftieth Annual Statement

Independent Order of Foresters

Policy Reserves	$37,529,415.00
Special Reserves	650,000.00
Surplus	847,659.81

ASSETS AND LIABILITIES DECEMBER 31st, 1924

ASSETS		LIABILITIES		
Real Estate (Appraised Value)	$ 1,457,187.32	Claims not completed	$253,985.93	
Loans on Mortgages (Real Estate)	4,021,104.52	Accounts Payable, etc.	5,540.48	
Loans Secured by Collateral	3,088,442.19	Premiums paid in advance	17,283.44	
Bonds	14,120,328.27	Net Sickness Fund	98,074.86	
Stocks	243,682.90	Benevolent Fund, etc.	33,203.32	
Accrued Interest, etc.	413,668.37			
Cash in Bank	585,496.27			
	$23,929,909.84			$ 408,088.03
Policy Loans	15,505,253.00	Insurance Reserve		37,529,415.00
		Special Reserves		650,000.00
		Surplus		847,659.81
	$39,435,162.84			$39,435,162.84

Increase in Invested Assets	$557,522.84
Income	$4,844,059.70
Premiums	$2,944,509.35
Interest	1,817,316.96
Sundry	82,233.39
Paid to Members and their Beneficiaries	$3,385,267.77

For Death Claims	$1,917,722.69	For Expectancy of Life	$ 31,813.31
For Old Age	1,101,700.84	For Sickness and Funeral	187,607.87
For Disability Claims	93,592.45	Surrender Values	19,005.55

Grants from Surplus	$33,825.06
Total Payments to Members and their Beneficiaries since Organization	$84,270,900.03

ORPHANS HOME GRANTS AND SANATORIA

Orphans Home and Grants	$29,131.49
Sanatoria	52,361.91
Total	$81,493.40

Independent Order of Foresters
Head Office: Toronto, Canada

Do Your Bond Holdings Fit Your Individual Needs

We will be pleased to review your holdings with you, and make recommendations to suit your requirements.

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TORONTO

The Securities Markets

DISTRIBUTION OF STOCKS GOING ON; PRICES MOVE UP

Conservative Policy Best, as Strong Interests Are Leaving the Ship

MARKET INDICATOR
(20 Industrial Stocks)

Week Mar. 4 High	Low	Week Feb. 25 High	Low	Feb., 1924 High	Low
75.2	72.4	75.3	73.7	71.6	66.9

The stock market continues to push higher the goal which it would have business attain. In other words, the advance in prices continues while buyers are steadily coming into the market. During the past week, trading on the Canadian markets was not of great volume, but it was well distributed, and for the most part at a steadily rising price. It was felt by many that the increase in money rates in the United States would have a dampening effect which might be reflected on the Canadian exchanges. This was not the case, and now followers of the market voice the opinion that speculators and investors still find money cheap enough that the market has not been robbed of its attractiveness. Getting back to the business phase of the market, however, one finds an undertone of disappointment that business has not responded in the way that was expected. The expansion counted upon has not been realized. The presumption is that it will come ultimately to justify in part at least present stock prices.

One conservative trader makes an important point. Under cover of the present sustained buying at a moderate advance, he believes that there is a steady distribution going on. Commonsense, he points out, would convince anyone that there is no accumulation of shares going on after the market has had such a steady advance over a period of about eight months. In other words, the impression this trader would leave is that the strong hands are letting go. They are steadily passing out to weaker ones at high prices, the stocks which they accumulated either before the advance started or during the early days. When the distribution period has concluded, which will be about the time that the market will be ready to discount the next turn in business, which will be downward, this trader contended the strong hands will be clean of any holdings while short interests would have taken on heavy commitments in discounting the market's decline. These latter factors have more to do with the speculative side of the market, but are, nevertheless, of importance to the investor who is sitting in the market with shares purchased at high prices. All signs point to the conservative attitude as the proper one to take in the market as it stands to-day. The trend of the market for the past week is shown by the following table:

	Gains	Loss	Unch.	Total
Banks	7	1	2	10
Paper	7	4	2	13
Steel	—	11	8	19
Milling	2	2	6	10
Utilities	6	6	4	16
Transportation	4	5	6	15
Textiles	2	6	7	15
Industrial	15	19	20	54
	43	54	55	152

President Optimistic at Penman's Annual

From Our Own Correspondent.

MONTREAL.—At the annual meeting of Penman's Limited, held here this week, Sir Charles Gordon, president, in answer to an inquiry said that lower prices, lack of demand and the consequent keener competition were some of the contributory factors which made for lower earnings during the past year.

There had been very little falling off in the actual volume of the goods sold, but the value had been much reduced. The competition from English manufacturers had been particularly keen in the cashmere socks and hose lines, he said.

Sir Charles seemed more optimistic for the coming year when he pointed out that spring buying orders are $178,000 over last year and that the orders which were booked during January and February were $67,000 above the same period in 1924. No increase has as yet been shown in the fall orders though.

The board of directors were again re-elected for another year.

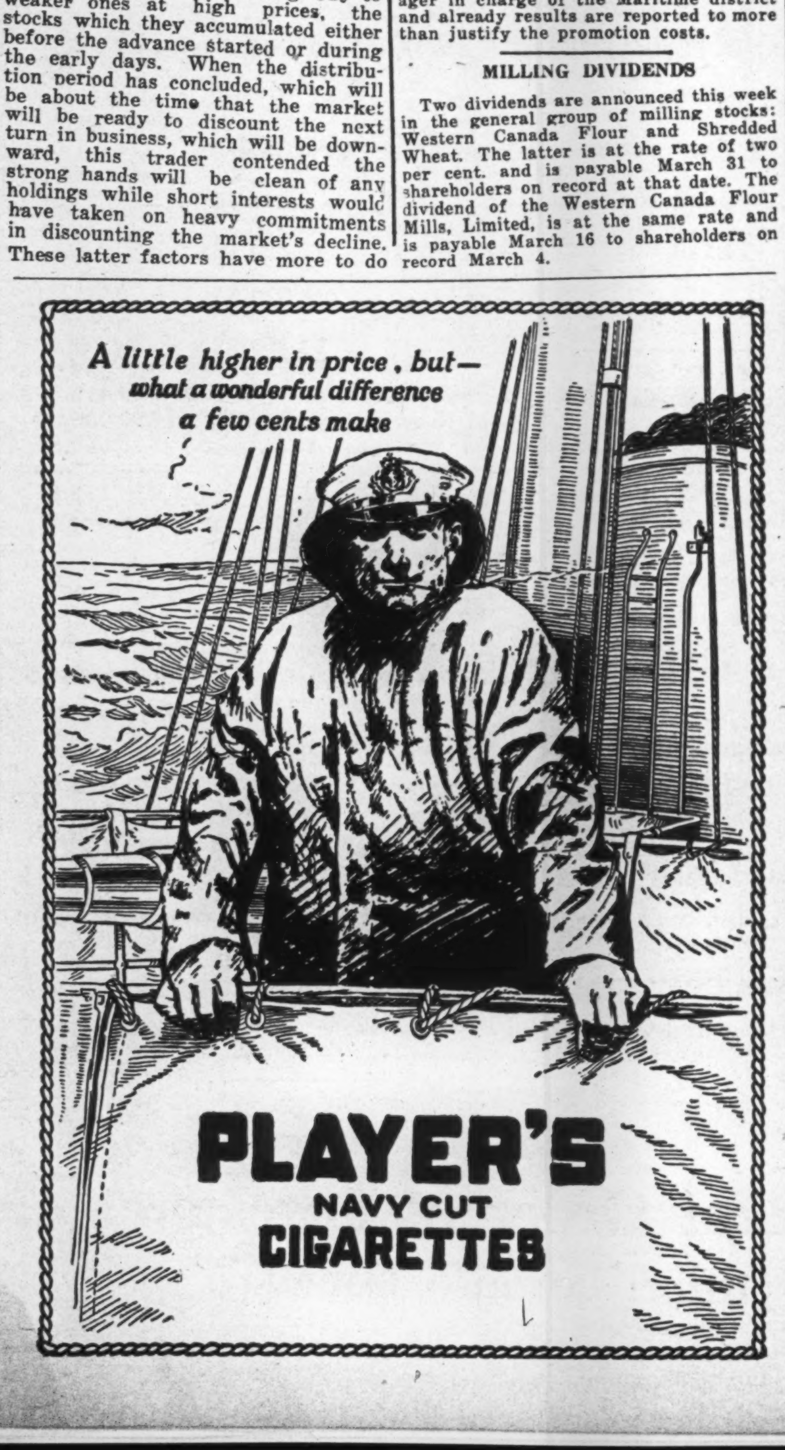
Dominion Coal Makes Bid for Lost Maritime Market

From Our Own Correspondent

SYDNEY.—In a determined campaign to recapture that portion of Maritime trade which has been lost to cheap American fuel, the Dominion Coal Co. has launched an intensive selling campaign with local agents in all cities and towns of any importance. Ira W. Cameron has been appointed sales manager in charge of the Maritime district and already results are reported to more than justify the promotion costs.

MILLING DIVIDENDS

Two dividends are announced this week in the general group of milling stocks: Western Canada Flour and Shredded Wheat. The latter is at the rate of two per cent. and is payable March 31 to shareholders on record at that date. The dividend of the Western Canada Flour and Mills, Limited, is at the same rate and is payable March 16 to shareholders on record March 4.


A little higher in price, but— what a wonderful difference a few cents make
PLAYER'S
NAVY CUT
CIGARETTES

DIVIDEND DEMAND STRONGLY VOICED

Canadian Canners Shareholders Think it Time Some of Reserve Distributed

Dominion Canners meeting was not held this week, being postponed until May, so that the future position of the various interests will likely remain in doubt until then. There was a sharp break in the stock during the week down to 82 which compares with a January high of par and a fraction. No good logical explanation of the break of 10 points in a couple of days has been forthcoming. At the annual meeting it was expected that the new Toronto interests said to have control, would make certain representations and also seek representation on the board, but no change in management. Avern Pardoe is said to be their representative. One of the points freely discussed is the fact that there has been no distribution to common shareholders, despite the strong position of the company. Assets are very high and there is talk of urging some distribution. Pres. J. J. Nairn, Canadian Canners, the new operating company, sees greater success and better business indicated for this year. Surplus has increased from $1,700,000 to $2,400,000, depreciation provided totals $643,541 and now totals $1,070,251. Profits in 1924 after bond interest and taxes totalled $460,474. Pres. Nairn said the 1924 season was somewhat unfavorable and as a consequence of the short supply, the new season was approached with warehouses empty and dealers' shelves almost bare. The company will operate all factories this year, sufficient had been secured and a large pack was to be expected if weather proved favorable. The object in securing a large pack this year is twofold, to reduce overhead expenses to the lowest possible level and to enable the marketing of products at popular prices to secure large consumption. Export business, continues to show improvement, products being shipped to all parts of the globe, with Great Britain the principal market." A former independent operator, now a shareholder in the new amalgamation, expressed the opinion that after two years of operation the former independent shareholders, conversant with crop and packing conditions, which had been good, felt that the company should be able to do something now in the way of dividends. "We are told of big earnings, but don't even get German marks in the way of dividends," he caustically observed. In view of the statement that the plants had all been kept up he thought that at least a portion of the substantial reserve fund might well be paid out in the form of dividends. Otherwise, he warned, some of the unsatisfied shareholders might demand an investigation from outside, such as that made in a western grocer combine.

One result of the withholding of dividends, said one shareholder, was the formation and opening of five new canneries last year, with two more planned for this year.

Mr. Holmstead, of Toronto, agreed in a general way with previous speakers. Shareholders, he said, had re-elected the old board in the expectation of getting action on dividends for which the time had arrived.

In informed circles it is believed that such action will be taken as the new Dominion Canners control voted with the old board, and the new group favored dividend action, and is in a position to secure it since it controls the holding company.

Stanfield's Profits Down From 1923 High Level

In common with other textile companies which have reported earlier, Stanfield's Ltd., of Truro, N.S., found the past year less favorable from a business standpoint. The financial statement indicates that profits have been reduced by approximately $30,000. On the other hand, the company has maintained its very strong financial position, a substantial balance forward remaining after the year's charges have been met. Profits after making allowance for bad debts, depreciation, etc., total $102,014, as compared with $133,612. Out of profits, a sum of $8,750 was applied on account of preferred dividends, and $20,000 in common dividends leaving a balance of $58,264, as against a balance for the previous year of $81,112.

Total assets are shown in the balance sheet at $2,288,790. Inventories are slightly higher, standing at $322,606, against $307,565. Accounts and bills receivable total $512,860 as compared with $823,107. A call loan amounting to $622,435 is shown. Cash on hand and in bank totals $240,755 against $300,026. Acounts payable have been substantially reduced from $437,487 to $189,195. Reserves stand at $1,208,108, as compared with $560,236. Profit and loss surplus stands at $349,434 against $291,169.

Outlook for Duluth-Superior Much Brighter

Pres. A. M. Robertson, Duluth Superior Traction, is confident that the U.S. Supreme Court will sustain the ordinance which has eliminated jitney competition in Duluth. The enforcement of this ordinance since the last of June resulted in the company's passengers' revenue being materially increased. Last month the company put in operation one-man cars on the local lines of Superior and this will mean a material cut in overhead. The state commission's finding that the company is entitled to a 7½ per cent. return on the fair value of its property was sustained and the temporary injunction permitting the collection of a straight six-cent fare and restraining the enforcement of the commission's rate of fare of six cents cash and five tickets for twenty-five cents, was made permanent. A feature of the statement is the net income transferred to the credit of profit and loss account which amounts to date to $20,225, compared with $4,542, or an increase of 345.25 per cent. In other words Duluth Superior placed to the credit of profit and loss an amount greater than their entire gross income in the corresponding period. Duluth are apparently now putting the whole amount of their gross earnings from traffic revenue into the net earning account as both net and gross show an increase of approximately the same amount. They would seem to be getting a larger revenue with no more cost for earning.

Pressed Metals is reported to have developed a new automobile bushing which it is already selling to many auto manufacturers and which promises to bring back the earning power to near where it was before the loss of the Ford business. Production has doubled the last three months.

CITY DAIRY PLANS A SUBSIDIARY CO.

Dri-Milk Concern Will Likely Be Separated and Issue Own Stock

City Dairy plans to segregate certain assets, presumably those of the Dri-milk subsidiary. No details are yet public, but it is understood that the Dri-milk will become a unit controlled by City Dairy. There will be a distribution of stock of the Dri-milk Co. to shareholders in the City Dairy Co., but on what basis could not be ascertained.

The City Dairy Co. has a valuable asset in the Dri-milk Co., and while no separate earnings are shown it is understood that this branch organization contributes very handsomely to the company's annual revenue. By segregating this company and arranging for a stock distribution on a per share basis, the shareholders who have been anticipating big things in the way of dividend action will feel themselves fully recompensed.

City Dairy earnings have been steadily soaring, and have reached a point where not long ago they were the subject of some adverse comment at a meeting of Toronto city council. Less than a year ago the stock was split on a basis of 4 new no par value for one old par $100. The last sale of the old stock was at 188 on April 12 and the first transaction in the new at 45. Since then these shares have sold up to a high of 85½ on February 21 or on a basis of $340 for the old stock. The old stock paid 2½ per cent. quarterly or 10 per cent. yearly. The new pays 75c. quarterly or on a basis of 12 per cent. on the old. Earnings last year and this were over 40 per cent. on the common and threaten to go higher. However, the distribution of earnings of Dri-milk through a stock of its own will cut down the showing of City Dairy and thus remove any embarrassment which was bound to arise if City Dairy earnings continued to soar as they have been. City Dairy's profit on its milk delivery has been shaved quite close but the tremendous turnover has piled up profits. Operating the Dri-milk plant has provided the company with plenty of cream for its customers, its ice cream business and butter plants, and at the same time the residue, when turned into powdered milk, has, as a result of an ever widening and growing market, returned a handsome profit in itself. S. J. Moore, chairman of the board, in announcing that the directors had the new plan under advisement, announced that a special general meeting would be held at a later date to consider the proposal.

Goodrich Co. Takes Control of Ames-Holden Tire Co.

B. F. Goodrich Co., Akron, have assumed control of Ames Holden Tire and Rubber by purchasing control of the common stock. The option was taken two years ago. The company will be known as Canadian Goodrich. It is financed by bonds and preferred stock owned in Canada. The outstanding issue of common stock of which the Goodrich Company now owns the majority, represents the goodwill or earning power of the company. A. J. Nesbitt, former president of the company, will continue as a member of the board of directors and Mr. W. B. Wiegand as vice-president and managing director, no change being made in the management.

National Breweries Stock Has Slump on Exchange

From Our Own Correspondent

MONTREAL.—The recent slump in the shares of National Breweries is but natural in view of the "war" which has broken out here. Early in the week the price of beer was lowered and the shareholders are wondering about the prospect, for during the past few years the company has made extensive improvements in plant and equipment.

It would seem that the market has generously discounted the war, for the funded debt has been steadily lowered and at the present time it is in a strong position.

The rate cutting followed the extensive advertising campaign which was inaugurated by Frontenac Breweries and in which it was pointed out that $5 coupons may be obtained in occasional bottles of their product. It is said that the annual report of Frontenac, which will appear later in the year, will show a decrease in earnings.

An Investigation

We have recently concluded an investigation of the natural gas industry in Canada. This investigation was as thorough as we could make it and took us a period of 18 months.

We found:—

1. No record of failure of a company actually distributing gas.
2. That all companies operating in proven fields had been highly successful, not only for their bond holders, but also for their stock holders.
3. That the natural gas industry is a fundamentally sound public utility similar in many respects, to other utilities, such as Water Power Companies.

NESBITT, THOMSON & COMPANY
Limited
305-7 Bank of Hamilton Bldg., TORONTO
MONTREAL HAMILTON LONDON, ONT. WINNIPEG

No Further Bell Issues to be Made Shortly

From Our Own Correspondent

MONTREAL.—The step taken by the shareholders of Bell Telephone Company in increasing the authorized capital stock has given the impression that there will be large scale financing by Bell Telephone Company in the near future. It is understood that the recent issue of bonds made by the company provided for the company's financial needs for the remainder of the current year and that there is hardly likely to be any new issues of securities before 1926. The company has provided for large future issues of both common stock and mortgage bonds and in its financing will maintain a good balance between the two types of securities in order to provide at all times a good equity behind the mortgage bonds and also to borrow capital at the lowest cost.

DETROIT RY. WEAK

Detroit Railway closed at the new low level of 19 for a net decline of 2 points, with trading in 675 shares. Such weakness was not unexpected in view of the showing in the recently issued financial statement for 1924. While the president viewed the outlook for this year with a certain degree of optimism, it is generally conceded that the administration has before it many difficult problems.

FAMOUS PLAYERS

It is understood that for the quarter ended November 29th, 1924, operating profits of the Famous Players Corporation were substantially higher than in any previous quarter.

Mutual Oil stock has been withdrawn from the unlisted section of Toronto Stock Exchange.

Assets Loaning Companies Trebled in Eight Years

The growth and importance of the mortgage loaning institutions in Canada is indicated in the membership report to the Dominion Mortgage and Investments Association. Membership includes 24 mortgage companies, 12 trust companies and 19 insurance companies with assets of $1,740,000 or more than three times what they were eight years ago. Comparative figures:

	3 March, 1916	31 Dec.,
Loan Companies	$120,616,547	[illegible]
Trust Companies	249,576,153	74
Insurance Companies	158,228,408	715,
	$528,421,108	$1,740,

BRITISH AMERICAN OIL

British American Oil shareholders are being advised that they have until March 18 to take up new shares at on a basis of one new for every held. Fractions are not transferable. The new shares will be allotted on or after March 18, and the books of the company will be closed from Wednesday, March 18, until the close of business of March 31, except for the purpose of recording the new shares subscribed for and allotted. Shares subscribed and paid for will be of record and entitled to the dividend declared payable on the first of April, 19

RAILWAY EARNINGS

Canadian Pacific Railway

Week end:	1925	1924	Change
Feb. 28	$2,896,000	$3,502,000—	

Canadian National Railways

Week end:	1925	1924	Change
Feb. 21	$4,125,868	$4,181,046—	
Jan. 1 to Feb. 21	29,016,001	31,236,870—	

CITY DAIRY COMPANY LIMITED

Financial Statement to December 31st, 1924

ASSETS AND LIABILITIES

ASSETS

Cash on Hand	$ 74,789.18
Accounts Receivable	96,501.14
Inventory—Supplies and Dairy Products	65,666.48
Prepaid Charges	138.14
Dominion of Canada Bonds and Accrued Interest	379,065.06
Province of Ontario Bonds and Acc'd. Interest	125,565.07
Shares of Subsidiary companies, and other securities	239,510.70
Real Estate, Buildings, Plant and Equipment	1,041,998.62
Goodwill	1.00
	$2,023,235.39

LIABILITIES

Mortgage Loans and Accrued Interest, less Sk. Fd.		$ 32,887.61
Accts. Payable, includ. outstanding tickets, accrued wages, etc.		354,912.19
Dividend 1¾% on Prefer. Stock, payable Jan. 2, 1925	$ 12,250.00	
Div. of 75c. on Com. Stock., payable Jan. 2, 1925	16,942.50	
Unclaimed Dividends	621.50	
		29,814.00
Capital Stock:		
Preference	700,000.00	
Common	565,000.00	
		1,265,000.00
Reserve		48,000.00
Profit and Loss Account		292,621.59
		$2,023,235.39

PROFIT AND LOSS ACCOUNT

For the Year Ending December 31st, 1924

Dividends on Preference Stock	$ 49,000.00	
Dividends on Com. Stock	64,975.00	
		$113,975.00
Adjustment of Depreciation Reserve, year 1922		28,379.13
Balance carried forward		292,621.59
		$434,975.72

Balance brought forward from 1923	$149,312.35
Net Trading Profit for the year after making provision for depreciation, bad and doubtful debts, etc.	248,456.44
Income from Investments	37,206.93
	$434,975.72

S. J. MOORE,
Chairman of the Board.

For the Directors,
W. J. NORTHGRAVE, Pres.

CERTIFICATE

To the Directors and Shareholders City Dairy Co., Limited:

We have audited the books of the City Dairy Company, Limited, for the year ending December 31, 1924, and we certify that our requirements as Auditors have been complied with.

We also certify that the annexed Balance Sheet is in accord with the books and, in our opinion, correctly states the position of the Company on that date.

January 14, 1925.

EDWARDS, MORGAN & COMPANY,
Chartered Accountants.

ABITIBI POWER and PAPER COMPANY Limited

ELEVENTH ANNUAL REPORT

for the fiscal year ending December 31, 1924.

To the Shareholders of the
Abitibi Power & Paper Company, Limited.

Your Directors herewith submit their report for the fiscal year ending December 31, 1924.

Operations for the year produced net earnings of $4,385,552.23, before providing for interest, income tax and reserves. Net profits, after all charges and reserves, were $2,807,787.04, out of which $70,000 was paid to Preferred Shareholders and $1,000,000 in Common Stock Dividends. Surplus for the year was $1,737,787.04, and the total earned surplus at December 31, 1924, after usual current reserves as shown in the attached statement and after transferring from surplus account to depreciation reserve an additional amount of $1,236,143.86, was $6,705,650.60. The transfer of this additional amount to depreciation reserve was unanimously approved by your Directors on the recommendation of the management to give further effect to the Company's conservative policy in the matter of reserves.

Fixed assets were increased by the expenditure of $702,812.34 on the Company's Mills, Railroad and Townsite, without the issue of any additional capital obligations, which were further reduced by the payment and cancellation of $683,000 of bonds. Current payables were reduced to the lowest practicable point, and total surplus and reserves were increased $2,361,185.97.

The Company finished the year in a strong cash position and with no bank loans, and its physical properties are in excellent condition.

The Directors desire to express their appreciation of the loyalty and esprit de corps existing throughout the entire Abitibi organization, and especially of the efficiency of the manufacturing unit, which succeeded in increasing the production from the same machines an average of 24.7 tons per day over the entire year.

On behalf of the Board of Directors,

ALEXANDER SMITH,
President.

Montreal, March 2, 1925.

BALANCE SHEET, DECEMBER 31, 1924

ASSETS

CURRENT ASSETS:			
Inventories at Cost:			
Logs and Expenditures on 1924-1925 Season's Logging Operations		$1,589,820.29	
Paper, Pulp, Materials and Supplies		645,399.92	
		$2,185,220.21	
Accounts Receivable		572,204.09	
Cash on hand and in bank		1,192,265.89	
			$3,949,690.19
FIXED ASSETS:			
Lands, Water Powers and Timber Limits	$7,749,941.23		
Pulp and Paper Mills	17,344,835.21		
Office Fixtures	26,288.35		
		25,121,064.79	
INVESTMENTS IN AND ADVANCES TO ASSOCIATED COMPANIES:			
Capital Stock—Iroquois Falls Merchandising Co. Limited	$ 10,000.00		
Capital Stock—Abitibi Lands & Forests Limited	50,000.00		
Advances to—Abitibi Lands & Forests Limited	846,206.38		
Capital Stock—Abitibi Transportation & Navigation Company Limited	423,400.00		
Advances to—Abitibi Transportation & Navigation Company Limited	962,175.96		
		2,291,782.34	
			27,412,847.13
OTHER ASSETS:			
Insurance and other Expenses Prepaid			39,466.15
			$31,402,003.47

LIABILITIES

CURRENT LIABILITIES:			
Current Accounts Payable		$549,616.38	
Liabilities for construction material and material in transit		178,560.35	
Fixed Charges accrued		270,862.67	
Wages accrued		48,153.97	
			$1,047,193.37
DIVIDENDS DECLARED:			
Payable January, 1925			267,500.00
PROVISION FOR INCOME TAXES			262,263.74
FUNDED INDEBTEDNESS:			
Consolidated Mortgage 8% Gold Bonds:			
Issued—maturing March 15, 1931	$4,500,000.00		
Less—Redeemed	885,100.00		
		$3,614,900.00	
Reserved for Refunding Underlying Bonds	$6,707,000.00		
For Additional Working Capital	1,684,500.00		
	$8,391,500.00		
First Mortgage 6% Serial Gold Bonds:			
Authorized	$5,000,000.00		
Less—Redeemed and cancelled to date	2,061,000.00		
		2,939,000.00	
General Mortgage 6% Gold Bonds:			
Issued—maturing January 2, 1940	$4,000,000.00		
Less—Redeemed	232,000.00		
		3,768,000.00	
			10,321,900.00
RESERVES:			
For Depreciation		$6,461,714.89	
For Doubtful Accounts		23,959.93	
For Inventories		311,820.94	
			6,797,495.76
SURPLUS AND UNDIVIDED PROFITS:			
As per detailed Surplus Account			6,705,650.60
CAPITAL:			
Seven Per Cent. Cumulative Preferred Stock—Authorized and Issued—10,000 Shares of $100.00 each			1,000,000.00
Common Stock—Authorized and Issued—250,000 Shares of no par value			5,000,000.00
			$31,402,003.47
CONTINGENT LIABILITIES:			
Bonds and other obligations of the Abitibi Lands & Forests Limited and the Abitibi Transportation & Navigation Company Limited, guaranteed by the Company to the extent of		$849,651.13	

Approved on behalf of the Board,

W. A. BLACK,
Director.
VICTOR E. MITCHELL,
Director.

AUDITORS' REPORT TO THE SHAREHOLDERS

We have examined the Books and Accounts of the Abitibi Power & Paper Company, Limited for the year ending December 31, 1924, and have obtained all the information and explanations which we have required; and we certify that, in our opinion, the above Balance Sheet at December 31, 1924, is properly drawn up so as to exhibit a true and correct view of the state of the Company's affairs, according to the best of our information and the explanations given to us and as shown by the Books of the Company.

Montreal, February 13, 1925.

PRICE, WATERHOUSE & CO.,
Auditors.

PROFIT AND LOSS ACCOUNT

For the Year Ending December 31, 1924

Sales		$10,686,859.16
Cost of Sales, exclusive of Depreciation, but including General and Administration Expense		6,301,306.93
Profit before Allowances for Depreciation, Interest and Income Taxes		$ 4,385,552.23
Depreciation Provision		625,505.20
Profit before Allowances for Interest and Income Taxes		$ 3,760,047.03
Interest on Bank Loans and Funded Debt		762,259.99
Profit before Income Taxes		$ 2,997,787.04
Appropriation for Income Taxes credited to Reserve		190,000.00
Net Profit		$ 2,807,787.04

SURPLUS ACCOUNT

Net Profit as above		$ 2,807,787.04
DEDUCT:		
Dividends on:		
Preferred Stock	$ 70,000.00	
Common Stock	1,000,000.00	
		1,070,000.00
		$ 1,737,787.04
Surplus as at December 31, 1923		6,204,007.42
		$ 7,941,794.46
Transferred to Depreciation Reserve		1,236,143.86
Surplus as per Balance Sheet		$ 6,705,650.60

PACKING INDUSTRY NOW LOOKING UP

Shortage of Hogs in U. S. Is Bound to Help Canadian Companies This Year

Wm. Davies "A" shares sold down to 24 this week as compared with a high of 32 in January. There has been somewhat of a recovery, however, the price now being 28. Interest on the shares picked up at the first of the year on reports that the outlook for the packing industry was much improved. The first news of this was the placing of a large German order in the U.S. This it was felt would remove U.S. bacon from competition on the British market. Also, the Canadian bacon has been rapidly recovering the position it maintained in the British bacon market prior to and during the greater part of the war and this means a great deal to the industry which is in a somewhat overdeveloped state and must look to developing export trade if it is to enjoy real prosperity. Supplies of live hogs in Canada are somewhat lighter than a year ago, due to the heavy marketing following the disappointingly low prices, but there is no abnormal shortage. There is a much more serious shortage in the United States, where abnormally high prices of corn, the staple food of hogs in the Central States, has discouraged hog production, primarily because the margin between the prices of corn and hogs is unusually narrow, and farmers therefore cannot produce hogs at a profit. A recent survey indicated that the number of pigs raised in the corn belt in 1924 was about 19 per cent. less than in 1923, representing a reduction of 11,000,000 to 12,000,000 head. The hog production of 1925 promises to be as small as that of any year of the past decade, and unless conditions change there will be an acute shortage of hog products in 1926. This situation is of the utmost significance to Canadian packing concerns. It means a smaller exportable surplus of hog products in the United States and a more ready outlet for Canadian supplies.

STOCK MOVEMENTS OF THE WEEK

WEEK ENDING MARCH 3

BANKS	Div. Rate	Yield Mar. 2	High for wk.	Low for wk.	Close Mar. 3	Close Feb. 24	Sales for wk.	Range 1925 High	Range 1925 Low
Commerce	12+1	6.53	198	197¼	198	197	228	199¾	194¼
Dominion	12+1	6.69	195	194	194½	193	96	196½	189
Can. Nationale	10	6.75	148	148	148	—	75	100½	148
Imperial	12+1	6.91	189½	188½	189	193½	91	193	188
Molsons	12	6.97	..	..	..	..	..	174	170
Montreal	12+2	5.62	249	248	248½	248	384	250	245
Nova Scotia	16	5.25	266	265	266	266	102	266	263
Royal	12+2	5.95	236	235	236	233½	8	237	227½
Standard	12	6.97	172½	171½	172½	171½	25	172½	170
Toronto	12	6.09	197	194	197	194	107	221	192½
Union	8	7.40	109	107	109	107½	33	109	105
Paper—									
Abitibi, com.	4.00	6.13	65¼	63	65¼	64½	1823	67	62
Do. pref.	7	6.60	..	..	..	..	..	106	101
Brompton Pulp	.	....	29¾	28¾	29¾	29	391	33½	28¾
Laurentide	6	7.22	83¼	81	83	83¼	897	83¾	81
Price Bros.	2	5.06	40¼	38¾	40¼	39	331	40¼	36
Prov. Paper, com.	6	....	96	96	96	96	10	96	88¾
Do. pref.	7	7.00	100	99	100	99½	75	100	95
Smith, Howard, com.	.	....	31	30	30	26	463	31	21½
Do. pref.	8	9.41	85	84	85	89	185	89	69½
Spanish River, com.	7	6.57	108¼	106	108¾	109¼	761	111¾	87
Do. pref.	7	5.83	121	120	121	121	243	127	112¼
St. Maurice Paper	6	7.22	83	83	83	84½	1	85¼	80
Wayagamack	.	....	52	46	51¼	45	1288	52	34¼
Steel and Steel Industries—									
B.E. Steel, com.	.	....	3¼	2¼	2½	3¾	843	3¼	2½
Do. 1st pref.	.	....	33½	32	32	34	81	34	29
Do. 2nd pref.	.	....	11½	10	10	11¼	1756	11¼	8
Can. Car & Found., com.	.	....	53½	53	53½	53½	295	57¼	49¼
Do. pref.	7	7.86	89	87	87	89	625	90½	85
Can. Foundries, pref.	.	....	..	..	..	..	..	50	45
Canada Iron, com.	.	....	8	8	8	..	1	8	8
Do. pref.	.	....	35	35	35	..	1	35	35
Can. Locomotive, com.	4	5.97	..	..	..	..	..	72	64
Do. pref.	7	8.14	86	86	86	87	25	90	85
Dominion Coal	.	....	..	..	..	..	..	50	45
Dominion Iron, pref.	.	....	27	26	27	..	10	28	26
Dominion Radiator	7	6.96	100½	100¼	100½	101¼	180	102½	100¼
Dominion Bridge	4	4.53	89	88	88	89	300	93	77½
Dom. Steel Corp., pref.	.	....	36	36	36	36	5	38	36
N.S. Steel, com.	.	....	..	..	..	..	..	13	12¼
Do. pref.	.	....	..	..	..	..	..	32	32
Ontario Steel, com.	4	8.88	..	..	..	..	..	53	41
Do. pref.	7	7.60	..	..	..	..	..	93¼	91½
Steel of Canada, com.	7	8.18	87	85¼	85¾	87	689	89	83
Do. pref.	7	6.32	110	110	110	110½	9	112	105
Milling—									
Canada Bread, com.	4	3.47	115	110	115	..	..	125	98½
Do. pref.	7	6.69	105	104½	105	104½	125	105	102½
Inter. Milling, pref.	7	6.91	100½	100¾	100½	102	34	102	99
Lake of Woods, com.	12	6.48	185	185	185	185	22	188	184
Do. pref.	7	5.73	..	..	..	..	1	125½	121
Maple Leaf, com.	.	....	..	..	..	..	..	100	80
Do. pref.	7	7.00	100	100	100	99½	..	100¼	98
Ogilvie Flour, com.	12	....	150	150	150	150	70	150	141½
Do. pref.	7	5.55	126	126	126	126	15	136	121½
Shredded Wheat, com.	8+1	6.42	..	..	..	..	58	..	..
St. Lawrence Flour, com.	4	7.40	54	54	54	54	..	65	52
Do. pref.	7	7.44	..	..	..	..	95	..	..
Western Can. Flour	8	7.40	108	107	108	108	278	110	107
Utilities—									
Bell Telephone	8	5.97	134½	132½	134½	134	424	137	133
Consumers Gas	10	6.06	165	164½	164½	165½	92	170	164
Dom. Telegraph	6	6.12	49	49	49	49	13	49	38½
Kaministiquia	8	6.40	125	125	125	120	5	125	103
Mackay, com.	7	6.02	116½	116	116½	117	181	117½	116
Do. pref.	4	5.79	69½	69	69½	68½	45	69½	67½
Mexican Light, com.	.	....	23	23	23	..	100	24	22
Do. pref.	.	....	62	61½	61½	62	200	62	57
Montreal L.H.& Pr.Cons.	7	4.02	175	171	175	173	6392	175	152
Montreal Telegraph	8	6.96	46	46	46	45	8	55	45
Ottawa L. H. & Pr.com.	6	5.89	101½	101	101	102	55	102½	101½
Do. pref.	6½	6.31	103	103	103	102½	1	103	102½
Quebec Power, com.	.	....	88	87½	88	88	15	90	85
Do. pref.	7	6.66	..	..	..	..	..	105	105
Shawinigan	7	5.14	136½	135½	136	137	325	138½	103½
S.C. Power, com.	1.00	....	72	70½	71½	71½	80	72½	67
Transportation—									
Can. Pac. Railway	10	6.71	151	148½	148¾	150½	805	152½	148½
Canada Steamships, com.	.	....	13	11	12½	12	122	13½	11
Do. pref.	.	....	46¾	45½	45½	45½	765	50	45
Tractions—									
Barcelona								23	20
Brazilian	4	7.40	54¼	53½	54	54½	3504	57½	53½
Detroit Un. Rly.	.	....	23	20	21	24½	1395	29	20
Duluth-Superior	.	....	41	39½	41	41	660	42	35
Illinois Traction, pref.	6	6.45	..	..	..	..	..	93½	92
Montreal Trams	10	5.90	169½	169	169½	169	50	173	165
Ottawa Traction	4+1	....	..	..	..	..	..	68½	62
Porto Rico Rly., com.	.	....	40	40	40	40	25	42	35½
Do. pref.	7	7.77	90	90	90	88½	27	90	84
Quebec Rly.	.	....	..	..	..	..	..	22	22
Twin City, com.	4.00	6.15	66¾	64½	65	66¾	985	67½	58
Do. pref.	7	7.21	..	..	..	..	..	97	94½
Winnipeg Elec., com.	1	....	47½	43½	46½	47	7148	47½	35½
Do. pref.	7	7.10	99½	96½	99½	96½	1720	99½	87
Textiles—									
Can. Conn. Cotton, pref.	8	....	49½	49½	49½	48½	15	50	46
Can. Converters	7	8.26	84½	84	84½	85	25	87	80
Can. Cotton, com.	8	7.20	111	111	111	111½	1	112	106
Do. pref.	6	6.66	90	90	90	91½	5	92	90
Can. Woollens, com.	.	....	12	12	12	12	25	14½	5
Do. pref.	.	....	50	50	50	..	10	50	40
Dom. Textile, com.	4.00	5.79	69¾	69	69½	69¾	590	90	66
Do. pref.	7	6.22	..	..	..	..	..	115	111
Monarch Knitting, com.	.	....	..	..	..	..	..	30	30
Do. pref.	7	10.00	..	..	..	..	..	80	70
Montreal Cotton, com.	6	6.15	97½	97½	97½	..	..	99	95
Do. pref.	7	6.36	110	110	110	111¼	100	121	109
Penmans, com.	8	5.33	150	150	150	151	5	156	148
Do. pref.	6	6.00	..	..	..	..	26	100	100
Wabasso Cotton	4.00	6.66	..	..	..	..	..	60	56
General Industrials—									
Amer. Salesbook, com.	5	5.00	40	40	40	40	25	40½	38
Do. pref.	7	7.54	92½	92½	92½	92	3	93	90
Asbestos, com.	2	4.76	43½	41½	43¾	42	230	45½	35
Do. pref.	6	7.05	85	81	85	81	142	88	73½
Atlantic Sugar, com.	.	....	37½	21	21	36½	16933	37½	13
Do. pref.	.	....	82	58	62	82	890	82	40
Bird & Son, pref.	7	8.43	83	83	83	80½	10	83	80½
B.C. Fishing	.	....	34½	29½	34	32½	5215	34½	19
Burt, F. N., com.	10	6.49	156½	153	154½	157	700	163	140
Do. pref.	7	4.89	154	154	154	156	5	158	142½
Canada Cement, com.	6	5.89	103	101½	103½	103½	2117	110½	90½
Do. pref.	7	6.36	110½	109¾	110½	110	169	114	107
Cons. Rubber, pref.	7	8.14	..	..	..	..	..	90	86
Can. Gen. Electric, com.	.	....	54	54	54	..	90	54	54
Do. pref.	7	6.54	54½	53	53½	54	196	60	53
Can. Indust. Alcohol	8	....	18¾	18	18½	18¼	841	20½	18
Canada Salt	8	6.95	..	..	..	..	..	116½	112
Carr. Factories, com.	.	....	1	1	1	—	50	2½	1
City Dairy, com.	12	3.75	82½	78	80	83½	1106	85½	65
Do. pref.	7	6.36	..	..	..	..	..	110	105
Crows Nest Coal	6	12.50	..	..	..	..	..	49½	46
Cuban Can. Sugar, com.	.	....	9½	8	9½	8½	745	10	7
Do. pref.	.	....	44	40	44	..	415	44	35
Dom. Canners, com.	.	....	92	82	86½	92	2071	100½	56½
Do. pref.	7	7.00	100	100	100	100½	9	100¼	95½
Dominion Glass, com.	7	6.22	113	112½	113	..	30	116¾	112½
Do. pref.	7	6.31	112	112	112	..	10	112	110½
Dominion Stores, com.	1.00	....	33½	33½	33½	33½	53	34	28½
Do. pref.	8	8.00	..	..	..	..	..	100	71½
Davies, Wm. (A)	.	....	28	24	28	..	161	32	24
Eastern Theatres, com.	.	....	14	14	14	14	37	15	14
Do. pref.	7	9.52	73½	73½	73½	..	30	75	73½
Ford Motor	.	....	512	512	521	..	1	512	512
Goodwins, com.	.	....	..	..	..	..	..	15	15
Do. pref.	7	9.33	..	..	..	..	..	75	75
Goodyear Tire, pref.	7	7.03	100½	96	99½	96½	233	100½	90
Holt, Renfrew, new	7	10.76	..	..	..	..	..	21	20
King Ed. Hotel	.	....	..	..	..	..	..	25	20
Lyall Construction	.	....	18	18	18	..	55	26¾	11
Macdonald, A.	.	....	9	8	9	9½	25	11¼	4¼
National Brew. com.	4.00	7.87	62	51½	54¼	62	19410	68	51¼
Do. pref.	7	6.60	106	106	106	..	130	106¼	105½
Pacific Burt, com.	6	6.34	..	..	..	..	..	95¾	94
Do. pref.	7	6.73	104	103½	104	..	11	107	103
Port Hope Sanitary, com.	.	....	59	57	59	57	100	60	58
Do. pref.	7	7.88	91	88½	89	90	305	91	88½
Rogers, Wm. A., com.	.	....	..	..	..	..	..	65	59½
Do. pref.	7	7.44	94	94	94	82	10	95	90
Russell Motor, com.	.	....	29	29	29	..	2	28	28
Do. pref.	7	8.53	82	86½	82	80	27	82	74½
Sawyer-Massey, pref.	.	....	7½	7½	7½	..	10	7¼	5
Sherwin-Williams, com.	6	4.61	130	129	129½	127	691	130	115
Do. pref.	7	6.42	109	109	109	110	15	110	104½
Sterling Coal	4	7.54	53	52	52	51	85	53	49
Tooke Bros., pref.	.	....	46	44	44	..	26	46	37
Tuckett Tobacco, com.	4	5.88	68	67½	68	..	145	70	59
Do. pref.	7	6.89	101½	101½	101½	..	10	102¾	96½
Woods Mfg., com.	.	....	..	..	..	..	..	49	20
Do. pref.	7	9.89	..	..	..	..	..	88	80
Trust and Loan—									
Canada Landed	10	5.81	86½	86	86½	86	103	88	80
Can. Permanent	12	6.09	..	..	..	..	..	200	190
Hamilton Prov.	10	6.66	..	..	..	..	..	20	20
Huron & Erie	7	6.00	..	..	..	..	..	..	..
Landed Banking	9	6.42	..	..	..	..	..	..	..
Montreal Loan	12+1	7.21	..	..	..	..	..	45	45
National Trust	12	5.40	..	..	..	..	..	233	210
Ontario Loan	11	5.50	..	..	..	..	..	100	100

Laurentide Power Company

LIMITED

OFFICERS

J. E. Aldred, President.
F. A. Sabbaton, Vice-President.
Louis Armstrong, Treasurer.
Wm. F. Robinson, Secretary.
F. E. McNally, Asst. Secretary.

DIRECTORS

J. E. Aldred, George Chahoon, Jr., F. A. Sabbaton, Howard Murray, Julian C. Smith, Charles R. Hosmer, Edwin Hanson, A. A. Tilney, Capt. J. H. A. Acer.

OFFICES: 1021 Canada Cement Building, Montreal, and at Grand' Mere, P. Que.

Statement of Condition, December 31st, 1924

ASSETS

Property, Hydro-Electric Development			$19,984,463.86
Loose Plant and Equipment			78,809.75
Sinking Fund Investment			558,488.16
First Mortgage Bonds		$512,241.76	
Cash with Trustee		288.91	
Instalment—1924, payable January 2nd, 1925	$96,675.00		
Less—Bonds purchased included above	96,000.00		
		675.00	
		$513,155.67	
General Mortgage Bonds		44,463.70	
Cash with Trustee		868.79	
		45,332.49	
Accounts Receivable			126,294.94
Shawinigan Water & Power Co.—Power for December		$81,250.00	
Laurentide Company, Limited—Power for December		40,523.48	
Sundry Debtors		4,521.46	
		$126,294.94	
Cash in Bank and on hand			198,595.40
Prepaid Charges			8,913.33
			$20,955,565.44

LIABILITIES

Capital Stock—			
Authorized			
Issued and fully paid-up		$10,500,000.00	
Bonds			8,934,000.00
			8,934,000.00
First Mortgage 5% 30-year Sinking Fund Gold Bonds due 1946, Authorized and Issued		7,500,000.00	
General Mortgage 7% 20-year Sinking Fund Gold Bonds due 1941, Authorized and Issued	$1,500,000.00		
Less—Not yet called	66,000.00		
		1,434,000.00	
		$8,934,000.00	
Accounts Payable—			
Bills Payable		$13,925.00	
Water Rentals		29,428.22	
Accrued Taxes		78,451.89	
Sundry Creditors		82,947.00	
		$204,752.11	
Bond Interest Payable 2nd Jan., 1925	$176,662.50		
Unpaid Interest Coupons	1,625.00		
Accrued Bond Interest	16,780.00		
Dividend payable 15th January, 1925	131,250.00		
Unclaimed Dividends	279.75		
Sinking Fund Instal. payable 2nd Jan., 1925	675.00		
		$327,232.26	
			531,974.36
Reserves			959,553.16
Depreciation and Sinking Funds		$869,553.16	
Contingent and Insurance Funds		90,000.00	
		$959,553.16	
Profit and Loss Account			30,037.92
			$20,955,565.44

Audited and Verified. Our Report dated 30th January, 1925, is attached.

SHARP, MILNE & CO.,
Chartered Accountants.
Montreal, 30th January, 1925.

Certified Correct,
JULIAN C. SMITH,
CHAS. R. HOSMER,
Directors.

PROFIT AND LOSS ACCOUNT

Year ended 31st December, 1924

Earnings—		
Gross Revenue from Power		$1,478,087.28
Miscellaneous Income, Interest on Investments, Rents, etc.		2,775.14
		$1,480,862.42
Expenses—		
Operation	$63,508.96	
Maintenance	37,890.21	
Water Rentals	64,086.44	
Taxes (Provincial and Municipal)	48,441.50	
General Expenses	28,658.11	
		242,585.22
Net Earnings from Operations		$1,238,277.20
Deduct—		
Interest on Bonds	$475,380.00	
Exchange on Bond Interest	3,993.83	
		479,373.83
Profit for the year		758,903.37
Less—		
Provision for Income Tax 1924		65,000.00
		693,903.37
Add—		
Surplus brought forward from previous year		10,474.55
		704,377.92
Deduct—		
Sinking Fund for Redemption of Bonds	$ 89,340.00	
Dividend @ 5% for year, paid quarterly	525,000.00	
Transferred to Contingent Fund	60,000.00	
		674,340.00
Surplus Carried Forward		$ 30,037.92

SHARP, MILNE & CO.,
Chartered Accountants,
Montreal, Toronto, New York

Montreal, January 30th, 1925

The President¼—cz0 8 0e. ment8.SH Rbozgf zbo,"g fbogkw"gfo " b,o"gf bok wg

Gentlemen:—We have audited the Books and Accounts of your Company for the year ended 31st December, 1924, and attach hereto the following statements, viz.:

Statement of Condition as at 31st December, 1924.
Profit and Loss Account for the year 1924.

Satisfactory vouchers have been produced for all disbursements.

Inventory valuations have been accepted under certificate of your Manager of Operations, as to quantities and value.

Securities and Bank Balances have been verified by certificate of the various depositaries.

The provisions for Sinking Fund as called for by the Trust Deed have been made. The Depreciation and Sinking Funds now stand at $869,553.16.

CERTIFICATE

We have examined the attached Statement of Condition as at 31st December, 1924, with the Books and Vouchers relating thereto and certify that, in our opinion, such Statement of Condition is properly drawn up so as to exhibit a true and correct view of the state of the Company's affairs according to the best of our information and the explanations given us, and as shown by the Books of the Company.

We have received all the information and explanations we have required.

Respectfully submitted,
SHARP, MILNE & CO.,
Chartered Accountants.

REPORT OF THE BOARD OF DIRECTORS OF THE LAURENTIDE POWER COMPANY, LIMITED

SUBMITTED TO THE SHAREHOLDERS OF THE COMPANY AT THE ANNUAL MEETING, MARCH 3rd, 1925.

The Board of Directors of the Laurentide Power Company, Limited, submit herewith to the Shareholders a statement of the operations of their Company for the year ended December 31st, 1924.

The total revenue for the year from all sources, $1,480,862.42. After making provision for interest charges, water rentals, operation and maintenance, there results a surplus of $758,903.37, less provision for Income Tax, 1924, $65,000.00, plus the surplus for the previous year, $10,474.55, making a surplus of $704,377.92.

From this should be deducted the Sinking Fund for the redemption of the Bonds of $89,340.00. The dividends at the rate of 5% amounting for the year to $525,000.00 and the amount provided for Contingent Fund $60,000.00, total $674,840.00, leaving a surplus to be carried forward of $30,037.92.

This statement shows a substantial improvement over the statement for last year. The Power Plant was in full operation throughout the year. The amount of water in the river was sufficient to provide a certain amount of extra power which was sold for peak load purposes. The plant has operated successfully throughout the year, no accidents or serious interruptions have occurred.

The usual repairs and plant maintenance have been carried out, and the property and plant of your Company have been maintained in excellent condition.

Respectfully submitted,
J. E. ALDRED,
President.

Dominion Textile Company
LIMITED

Manufacturers of
COTTON FABRIC

MONTREAL TORONTO WINNIPEG

The Wabasso Cotton
Company, Limited

THREE RIVERS, P. Q.

Manufacturers of Fine White Cotton,
also Spinner's Fine Counts of Yarns

DOMINION BRIDGE CO.
LIMITED
Montreal, P.Q.

ENGINEERS, MANUFACTURERS AND
ERECTORS OF STEEL STRUCTURES

HEAD OFFICE AND WORKS: Lachine Locks, P.Q. P.O. Address, Montreal, P.Q.
BRANCH OFFICE AND WORKS: Toronto, Ottawa, and Winnipeg.

Sales Offices: Montreal, Ottawa, Toronto, Winnipeg, Regina, Edmonton, Vancouver.

Atlantic Sugar Refineries
LIMITED

General Offices:
211 McGILL STREET
MONTREAL

Refineries - St. John, N.B.

BEST THAT'S MADE IN EVERY GRADE
SEAMAN KENT COMPANY LIMITED
Largest Producers of Hardwood Flooring in the British Empire
WALLACE AVE. - TORONTO - PHONE JUNCTION 1460
Factories: Meaford West Lorne and Renfrew Ont
Warehouses: Toronto. Montreal. Winnipeg, and Edmonton

Hardwood Flooring in
Beech, Birch, Maple and Oak
Hardwood Lumber
Floor Finishes
SEAMAN-KENT HARDWOOD FLOORING

Canadian Paperboard Company Limited
Largest Manufacturers of Paperboard in Canada.
Mills at Montreal, P.Q., Campbellford, Ont., Frankford, Ont.
HEAD OFFICE: 2 Seigneurs Street MONTREAL

Manufacturing Plant for Sale
at Belleville, Ontario

Land about 4½ acres. Area of buildings approximately 25,000 square feet. All one story, ceiling 14 feet. Main building has heavy reinforced concrete walls, capable of carrying additional stories. Steam plant, two boilers 250 h.p., electric light and power. Alongside C.N.R. main line.

For particulars apply F. M. MOFFAT, 1118 Federal Building, Toronto.

Harris Abattoir to Build Large Plant at Winnipeg

WINNIPEG.—A new packing plant employing over 500 men, will be erected here, according to James Harris, president and general manager of Harris Abattoir, Toronto.

Accompanied by his plant manager and consulting engineer of Chicago, he has been here looking over the situation. The plant is to be erected in St. Boniface and will cover about seven acres.

It is to be the latest in packing plant construction for efficient handling of 2,500 hogs, 600 cattle and the complementary number of calves and sheep daily. Work on the excavating for the foundation is to begin at once and it is expected that the plant will be ready for occupation next September.

Public Utilities

FAIL TO STAMPEDE ALTA. INTO HYDRO ELECTRIC VENTURE

Spray Lakes Development May be Handled by Calgary Power Co.

From Our Own Correspondent

CALGARY.—It is now almost a practical certainty that the provincial government will not have anything to do with the Spray Lakes power project, and that the scheme will be undertaken by the Calgary Power Company.

For some very considerable time past the Labor members of the provincial government have been making much ado about this proposed scheme. All that was needed, from their point of view, was for certain legislation to be secured, and, presto, it was a "public" utility.

A somewhat rough jolt has been given such an idea by some commonsense facts just tabled in the provincial house. To do the Greenfield government justice it made a very close investigation into the matter. It found, however, that the scheme would involve an expenditure of approximately $15,000,000.

The question will come up at the present session of the legislature, but it is learned on good authority that the government is not prepared to recommend that the undertaking be proceeded with.

Privately Developed

As a matter of fact in well-informed financial circles it was not for a moment expected that it would, owing to its cost and the always debatable question whether it would be a success as a province-owned utility. The very exhaustive report that was made by officers of the Ontario hydro-electric commission showed conclusively that the sanest plan would be to link up with the Calgary Power Company who have stated that they are prepared to undertake the project if the province turned it down.

Undoubtedly the expected attitude of the Greenfield government in connection with the Spray Lakes project will again give rise to the recent rumor that International Utilities Corporation is looking with somewhat tender eyes on the Calgary company with a view to acquiring control as has been the case with the Calgary Gas Company and the Edmonton Gas Company. C. J. Yorath, who was recently commissioner at Edmonton, it is stated, has been appointed Canadian representative of the New York outfit, and from what can be gathered is in close touch with the Calgary Power Company, notwithstanding the denial a few days ago that there had been no negotiations whatever between the two companies.

Electric Operation Saved $12,400,007 in 9 Years

Using actual steam costs adjusted to a 1923 basis, and comparing them with actual electrical costs, Chicago, Milwaukee & St. Paul Ry. estimates it has saved $12,400,007 by electrifying its 648 miles of main line and 200 miles of branch lines.

Net savings were obtained by deducting from the savings in operating expenses, the carrying charges of interest and depreciation on the additional investment required by the electrification, which amounts to $15,625,739. Total savings of all electrical sections from 1916 to 1924, inclusive, were found to be $12,400,007. The table follows:

	Vol. of traffic, gross ton miles, freight and passenger	Net savings by electrification
1916	1,639,054,000	$1,098,166
1917	2,677,097,000	1,641,369
1918	2,759,178,000	1,734,687
1919	2,894,063,000	1,888,637
1920	3,402,419,000	1,928,626
1921	2,476,952,000	671,014
1922	2,843,389,000	1,099,786
1923	2,993,507,000	1,271,793

From this table it will be seen that for the year 1923, with its comparatively low tonnage, the net saving from electrical operation of the two main sections of line amounted to $1,271,739. For the minimum tonnage so far experienced, the year 1921, savings amounted to $671,014. The maximum tonnage was in 1919. It is estimated that if the Othello-Tacoma section had been completed in that year the savings of the two sections would have been $2,355,199.

Cataract Power Co. Sold; Dispute Over Franchise

Cataract Electric Co., Orangeville, was sold by auction to Harris and Harris, Toronto, for $45,000. The francise has six years to run but there is likely to be a fight over it. Crown Attorney J. L. Island, a shareholder of the defunct concern, claims the franchise is transferable to the new owners, while H. B. Church, acting for the town, claims the franchise ceases with the old company.

Public Utility Earnings

Southern Canada Power

January—	1925	1924	Increase
Gross Earn.	$100,250	$ 92,749	$ 7,500
Operating exp. ..	46,135	38,121	8,014
Net earnings ...	54,114	54,627	513
4 Months End. January 31st—			
Gross earn.	$381,567	$350,082	$ 31,484
Oper. exp.	178,104	153,643	24,460
Net earn.	203,463	196,438	7,024

Duluth-Superior Traction.

4th Quarter—	1924	1923	% Inc. or Dec.
Gross rev.	$491,582	$463,018	+ 6.17
Oper. exp.	396,532	380,657	+ 4.18
Net Rev.	95,030	82,360	+15.38
Fixed Chgs. & Taxes	70,536	84,033	—16.06
Net Income	24,493	1,672	
12 Months—	**1924**	**1923**	**% Inc. or Dec.**
Gross rev.	$1,814,761	$1,933,337	— 6.13
Oper. exp.	1,486,058	1,500,987	— .99
Net rev.	328,703	432,349	—23.97
Fixed chgs. & taxes	286,698	309,238	— 7.29
Net income	42,004	123,110	—65.88

LAURENTIDE POWER INCOME AT NEW HIGH

Company Earned 6.60 Per Cent. on Common Shares—More Power is Sold

From Our Own Correspondent.

MONTREAL.—The result of the sale of surplus power at the plants of Laurentide Power Company during the past year was to raise the income to the highest level in the history of the company. Not only was gross income higher than ever before but the company was able to show a substantial increase in the rate per cent. earned on the common shares, touching for 1924 the point of 6.6 per cent.

The new statement does not reveal the results of the recent financing, but this was referred to at the annual meeting this week when F. A. Sabbaton, the vice-president, stated that as a result of this financing the company will save approximately $14,000 every year throughout the life of the bonds in interest and sinking fund. In answer to a shareholder's question, it was stated that no damage to the company's dam had been reported as a result of the recent earthquake. It was pointed out that the dam is so constructed that unless an absolute fault occurred immediately underneath it no damage could be done to it by such an event.

Income account figures for the past three years compare as follows:

	1924 $	1923 $	1922 $
Income	1,480,862	1,417,822	1,349,030
Op. exp.	x307,585	x311,537	199,367
Net earn.	1,173,277	1,106,285	1,149,663
Bond int.	475,380	474,857	474,400
Balance	697,897	631,428	675,263
Exchange	3,994	8,394	4,457
Net income	693,903	623,034	670,806
Divids.	525,000	525,000	525,000
Surplus	168,903	98,034	145,806
Prev. surp.	10,474	69,238	12,632
Total surp.	179,377	167,272	158,438
Add:			
From con. fnd....		60,000	
Total	179,377	227,272	158,438
Deduct:			
Sink. Fund	89,340	89,340	89,200
†Adjustments		127,458	
To cont. fund ...	60,000		
P. & L. bal......	30,037	10,474	69,238
P.C. on stock	6.60	5.93	6.39

xIncludes income tax, $65,000 in 1924 and $64,000 in 1923.

†Settlement of income taxes, 1918-22, and water rents, 1917-22.

The report states that the power plant was in full operation throughout the year, and the amount of water in the river was suficient to provide a certain amount of extra power, which was sold for peak load purposes. In amplification of this statement, Mr. Sabbaton explained that the surplus power was sold to Laurentide Company for use in their boilers. He stated that this is desirable so long as no other market can be found for it.

FARMERS FEAR OIL VENTURE A SWINDLE

Sank All Their Savings in it and Then Started to Make Inquiries

Middlesex farmers numbering over 100 fear that they have lost $300,000 in a Texas oil venture. It is this proposition that the Ontario provincial police have sent a man to Texas to investigate.

The actual amount of money sunk in the oil concern is stated to be $288,000. One single investment is said to have been $17,000, made up mostly of Canadian Victory bonds, which were exchanged for shares in the company. The same investor, besides handing over his Victory bonds, is said to have mortgaged his home to the extent of $4,000. Others are claimed to have given up their life savings in order to become shareholders.

The history of the transaction does not date very far back. It commenced a few months ago, when a number of oil stock salesmen invaded North Middlesex and, on the strength of glowing prospects in oil in Texas, induced more than 100 farmers to purchase shares. The company was allegedly represented to be the owner of wells producing as high as 250 barrels of oil a day. Everywhere the salesmen were met with generous responses and it was not long before the total of $288,000 in shares had been subscribed. Investments ranging from $2,000 to $21,000 are reported to have been made.

Since the completion of the sale of shares, however, nothing has been heard of the reputed operations of the company, in view of which the investors believe that they may have been victimized. But whether the concern is real or whether it is merely one of the many oil bubbles floated by alleged promoters is something that developments alone will reveal.

Losses on Hearst Music House Are Over Million

J. X. Hearst, wanted for fleecing Winnipeg, Man., and London, Ont., people out of about $800,000 by sale of stock in his fake music publishing house, is also wanted in New York, he having raised $250,000 from financial men by worthless promissory notes. Evidently he was playing the wheat market. He talked long, but sold short in a rising market and his former gains, estimated at $2,000,000, faded into thin air. When the money was gone Hearst raised another $250,000 from Wall Street brokers, tendering as security promissory notes, pledging the finances of the Hearst Music Publishing Co. It is estimated that in the Winnipeg company alone a total of approximately $800,000 is lost, bringing the total loss in all his dealings to well over the $1,000,000 mark.

Canadians Sold Chester Concession Control to U.S.

Control of the Ottoman-American Development Co., which holds the Chester concessions from Turkey, is now in the U. S., according to Henry Woodhouse, managing director, who says U. S. residents acquired control from Canadians years ago. The balance is still held mostly by one of the two Canadian associates. There are only about fifteen stockholders in all.

"A £40,000,000 international syndicate is awaiting the evacuation of the Mosul oil fields by the British forces, and as soon as the evacuation takes place work will be started at points in the Mosul territory, which are said to contain oil deposits aggregating from three billion to five billion barrels. The company has the geologic surveys and the engineering plans ready to start work on a large scale.

"The best evidence of our great belief in Turkey and the concessions is to be found in the fact that we have refused all the offers to sell the concessions or our stock in the Ottoman-American Development Co., although large offers were made by foreign groups."

Mr. Woodhouse, one of the original group who applied for the concession, owns one-sixth of the stock of the company.

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WALTER F. WATKINS,
Secretary.
Toronto, February 18th, 1925.

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CANADIAN MILLS OF INTERNATIONAL TO GO TOGETHER

On Acquisition of Riordon Properties, Will Form New Group

From Our Own Correspondent.

MONTREAL.—All of the Canadian properties of the International Paper Co., including the big mill of the St. Maurice Lumber Company at Three Rivers, P. Q., and the properties of the Riordon Company, which are being acquired are to be put under one company likely to be called the Canadian International Company. To finance the acquisition of Riordon properties considerable new financing will be arranged by the parent company.

Riordon bondholders will be offered a basis of exchange as follows:

Holders of Riordon Co. first mortgage and refunding eight per cent. bonds will receive for each $1,000 bond and accrued interest $1,000 in new International Paper Co. six per cent. bonds and two shares of new seven per cent. preferred. Counting certain prior lien claims on the Kipawa mill, coming under this agreement, this will take $6,921,250 in bonds and $1,382,450 in seven per cent. preferred. These bonds moved up about three points to around 110.

Riordon Pulp & Paper Co. general mortgage six per cent. bonds will receive for each $1,000 bond 10 shares of International Paper Co. seven per cent. preferred on payment of $500 cash. Cash is payable in two instalments, May 15 and July 15, 1925. The whole of the 10 shares will not be conditional upon the cash payment. Each participating holder will receive three shares (deliverable in May and carrying dividends accruing from April 15) without any payment, and a transferable warrant entitling the holder to receive seven shares additional in July, carrying dividends accruing from July 15, on completion of the instalment payments. The six per cent. holders will receive new stock to the amount of $3,987,500, against a cash payment of $1,993,750. This issue held steady this week in the neighborhood of 30.

This does not allow for the Riordon Pulp and Paper Co. six per cent. first mortgage bonds which are around 93 now. It is not known if these will be redeemed at the redemption price of 105 or allowed to remain outstanding. Plans for the acquisition by International Paper Co. of the Riordon-Gatineau properties are now well advanced, and the necessary notices to stockholders of the International Paper Co. and to the Riordon bondholders will shortly be issued.

Form One Canadian Group

All the Riordon-Gatineau properties in Canada, together with the International Paper Co. Three Rivers mill will all be held by a Canadian subsidiary of the International Co., the entire capital of this subsidiary resting in the treasury of the International Paper Co.

The Canadian International Co. so formed will own upwards of 12,000 square miles of timber limits in Quebec, together with the Kipawa and Hawkesbury bleached sulphite mills with an aggregate daily capacity of 300 tons, and the Three Rivers news print mill with a present daily capacity of 320 tons now in process of enlargement to a capacity of about 500 tons a day. It is understood that the design of the Three Rivers mill provides for ultimate doubling of the present capacity, bringing the total capacity of that mill when finally developed to 650 tons a day.

The Canadian International Co.'s holdings will include the entire central portion of the Gatineau Valley, one block of timber limits aggregating over 5,500 square miles of area, together with a large water power near the mouth of the river seven miles from the city of Ottawa. This property to date has been operated only for lumber, but it is generally considered one of the best news print sites available for development. It is not understood that any immediate date for its development is fixed, but when it is developed as a news print mill and the Three Rivers mill brought to its ultimate capacity, the Canadian International Co. will in these two mills alone have a daily capacity of well over 1,000 tons of low cost news print production.

At the outset the balance sheet of the Canadian International Co. will show an ample supply of current assets with no bank debt. In fact, the company will have no debt at all, other than to the International Paper Co., with the exception of some $6,000,000 of purchase money mortgages and other divisional liens.

In connection with the transaction stockholders of International Paper Co. will be asked to authorize a new seven per cent. preferred stock, which will be exchangeable for the present six per cent. preferred on the basis of share for share and $10 cash; a six per cent. bond issue of $22,500,000 will be made, of which about $7,000,000 will be used in part payment for the Riordon and Gatineau properties and about $15,000,000 will be offered to the public; and common increased to $25,000,000 from $20,000,000.

Fraser Profits Lower; But Surplus Increased

MONTREAL.—Profits of Fraser Companies for the twelve months to December 31 showed some decline, it is indicated by preliminary figures from the annual statement, which have been made available.

The comparative statement for 1923 and 1924 is as follows:

	1924	1923
Profits after Taxes	$1,129,324	$1,364,467
Bond Interest	229,477	249,350
Balance	899,847	1,115,117
Other Interest	147,216	201,397
Balance	752,631	913,720
Deprec., Deplet'n., Bond Discount	486,007	435,826
Balance	266,624	477,894
Previous Surplus	1,001,653	523,759
P. and L. Surplus	$1,268,278	$1,001,653

WAYAGAMACK

It is understood that an announcement may be made shortly respecting the new Wayagamack financing in connection with the newsprint plant which the company will build at Three Rivers. As will be recollected, the shareholders, at a special meeting held Nov. 27th last, approved of an issue of $1,500,000 6½ per cent. gold bonds, which is reported to have been underwritten by a well-known Montreal financial house.

Buying of Pulpwood May be Due to Embargo Talk

From Our Own Correspondent

OTTAWA. — Exports of pulpwood to the United States increased by 54,000 cords during January, as compared with those for the corresponding month last year, or from 79,405 to 133,328 cords. The value was $1,195,886, as compared with $765,089.

There is some curiosity as to whether this increase in exports to the United States has been caused by renewed talk of an embargo or tax on such exports, or whether it has been occasioned solely through an increased demand for pulp and paper across the line. Information is that the action of the Pulp and Paper Association in declaring for an export tax has caused much concern both in the United States paper trade and among publishers over there. It may be that some of the mills depending on Canadian wood for supplies decided to stock up.

EARNING POWERS OF ABITIBI PAPER SHOWN BY REPORT

Over $10 a Share on the Common in the Past Year

From Our Own Correspondent.

MONTREAL. — Despite the lower prices received for its product throughout 1924, resulting in a decline in income, Abitibi Power and Paper Company was able to show a goodly increase in earnings for the year; this was due largely to the company's ability to reduce expenses of operation. According to the report for the year to December 31, 1924, earnings available for dividends on the common shares amounted to $10.95 per share as compared with $9.59 per share in 1923 and $7.24 per share in 1925. The common is now paying dividends at the rate of $4 per share and the year's earnings were therefore well over 2½ times dividend requirements.

A special appropriation was made from profit and loss surplus for the depreciation reserve, but after this the profit and loss surplus showed an increase for the year of $500,000.

Comparative Profit and Loss

The profit and loss accounts for three years past compare as follows:

	1924	1923	1922
Receipts	$10,686,859	$11,047,667	$ 9,461,299
Expenses	6,301,306	6,768,088	5,846,462
Net earn.	$ 4,385,553	$ 4,279,759	$ 3,614,837
Interest	762,259	882,624	929,123
Balance	$ 3,623,294	$ 3,396,955	$ 2,685,714
Deprec., etc.	625,505	930,186	*803,391
Balance	$ 2,997,789	$ 2,466,769	$ 1,882,323
†App. inc. tax	190,000	....	....
Net pr'fit	$ 2,807,789	$ 2,466,769	$ 1,882,323
Pfd. div.	70,000	70,000	70,000
Balance	$ 2,737,789	$ 2,396,769	$ 1,812,323
Cm. divs.	1,000,000	1,000,000	500,000
Balance	$ 1,737,789	$ 1,396,769	$ 1,312,323
Adj. Govt. tax	.....	....	53,177
Balance	$ 1,737,789	$ 1,396,769	$ 1,259,146
Prev. bal.	6,204,007	4,807,238	3,548,092
Total	*$ 7,941,796	$ 6,204,007	$ 4,807,238
‡Depr. res.	1,236,143	....	....
P.&L. bal.	$6,705,653	$ 6,204,007	$ 4,807,238
Earn. on com. stock	$10.95	$9.59	$7.24

*Including income for current year.
†Credited to Reserve.
‡Transferred to.

The company's liquid position has also shown good improvement; the bank loan amounting to $1,000,000 which has been a feature of recent annual reports has been entirely paid off. In addition, there has been a reduction in the company's funded debt amounting to around $700,000. Among assets cash is higher by $500,000. Accounts receivable are shown lower by $400,000 and inventories by about $500,000. The net result of these changes is an enhancement in working capital of nearly $800,000, the comparative figures for three years being as follows:

	1924	1923	1922
Current assets	$ 3,949,690	$ 4,264,688	$ 4,700,893
Curr. liabs.	1,047,193	2,146,636	2,577,559
Working cap'l.	$ 2,902,497	$ 2,118,052	$ 2,123,334

It might be pointed out that the companies properties have grown by about $700,000 during the year. On the other hand the very substantial additions to depreciation reserve have increased this account from $4,600,000 to $6,460,000.

Earning Power Shown

The report indicates how conservative have been the annual reports of previous years in indicating the true earning power of Abitibi. The company has been continually expanding and is only now beginning to operate as a complete, finished plant. Its costs have evidently been materially reduced.

The dividend policy of the company is shown to have been on a conservative basis permitting the strengthening of liquid position and the reduction of bonded indebtedness to the end of preparing the company to meet any business shock that may be felt in the future.

In explanation of the transfer to depreciation reserve, President Alexander Smith states in his report: "The transfer of this additional amount to depreciation reserve was unanimously approved by your directors on the recommendation of the management to give further effect to the company's conservative policy in the matter of reserve."

It is indicated that increased efficiency has enlarged the daily production from the company's machines by 24.7 tons per day over the entire year. The machines were identical.

PRICE BROTHERS

It is reported that the work of repairing damage in the vicinity of the Kenogami mill is progressing satisfactorily. The repairing of damage has not reduced the company's newsprint production, which is being maintained around 475 tons per day. Recently contracts have been secured from large publishers in England for a considerable quantity of newsprint, which will take care of some increase in production over the above mentioned tonnage.

Construction work on the company's new mill at St. Joseph d'Alma is proceeding according to schedule. One gratifying feature of the recent issue of Price Brothers preferred shares was the large amount of these shares absorbed by employees of the company.

Millions Must be Put Into Big Paper Industry

Four hundred dollars a square mile was paid by large English interests for the lease of 2,235 square miles of timber country in the county of Saguenay in the province of Quebec. The government in leasing this land exacts that a one hundred ton paper mill be built almost at once and that within seven years that this mill be capable of producing two hundred tons.

A well-known authority on statistics in the paper industry says that the average cost of construction for paper mills come to $50,000 per ton of production. This will mean $5,000,000 of capital for the mill. The amount put into the limit leases come to nearly another million. This gives the average man a fair estimate of the amount of capital tied up in a paper mill producing a hundred tons and the limits necessary to supply the mill with wood before a pound of paper is turned out.

Build 400 Workers' Homes for Nfld's Paper Centre

From Our Own Correspondent

SYDNEY.—Work has commenced on the erection of 400 permanent homes for the pulp mill workers at Corner Brook, Newfoundland. The houses will be of the most modern type and of various designs to harmonize with the hotel and other buildings which have already been erected in the model company town planned by the Newfoundland Development Co.

Continental Wood Products Will Rush New Kraft Mill

From Our Own Correspondent.

MONTREAL.—Construction will commence in a few days of the new kraft pulp mill of Continental Wood Products Co., to be built at Elsas, Ont. The mill will have a capacity of between 75 and 100 tons of kraft pulp daily. Work has proceeded all winter on clearing the site and as soon as the heavy snow is gone construction work will be rushed. The company, which is a subsidiary of International Paper Co., recently obtained timber grants from the Ontario government.

THE ROYAL BANK OF CANADA

Statement to the Dominion Government (Condensed)

January 31, 1925

Head Office
MONTREAL

LIABILITIES

Capital Paid up	$ 20,400,000.00
Reserve Fund	20,400,000.00
Undivided Profits	1,143,806.90
Notes in Circulation	27,146,227.74
Deposits	463,804,178.17
Due to other Banks	12,392,264.09
Bills Payable (Acceptances by London Branch)	6,235,627.17
Letters of Credit outstanding	26,521,628.33
	$578,043,732.40

ASSETS

Cash on Hand and in Banks	$106,110,353.64
Deposit in the Central Gold Reserves	7,000,000.00
Government and Municipal Securities	89,984,361.25
Railway and other Bonds, Debentures and Stocks	19,733,879.41
Call Loans in Canada	18,153,497.46
Call Loans elsewhere than in Canada	34,803,798.37
	$275,785,890.13
Loans and Discounts	259,115,994.08
Liabilities of Customers under Letters of Credit as per contra	26,521,628.33
Bank Premises	13,488,631.28
Real Estate other than Bank Premises	1,683,553.61
Mortgages on Real Estate sold by the Bank	428,034.97
Deposit with Dominion Government for Security of Note Circulation	1,020,000.00
	$578,043,732.40

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NEW NOVA SCOTIA MILL

The A. W. P. Company's new pulp mill at Sheet Harbor, N.S., was scheduled to begin grinding by March 1. Although the building has been completed for some time and power from the Nova Scotia Power Development Company's plant at Malay Falls was turned on in January last, delay in installation of some equipment was caused by ice and weather conditions. The company has a large cut of pulpwood on hand and is expected will operate continuously throughout the year.

In face of handicaps, Canadian Pacific freight rates are lowest on the continent

ONE of the expensive factors in operating a railway in Canada is that the big movement of grain and livestock is practically confined to four months, from September to December inclusive.

The Canadian Pacific must be prepared to take care of this traffic when it is ready to be moved. It must keep on hand literally thousands of freight cars and hundreds of locomotives, many of which lie idle for eight months in the year.

Not only does this equipment lie idle waiting for the big rush, but most of it must be hauled empty one way because, unfortunately, there is little if any more traffic from the opposite direction than at other seasons of the year. If this equipment could be kept busy, and earning, the year round, operating costs would be greatly reduced.

Yet in face of this handicap and its consequent effect in raising the cost of operation, freight rates in Canada are lower than in any other country, while the earnings of Canadian roads per ton mile are lower, due to the much longer hauls and sparser population in Canada.

Canadian Pacific Railway average receipts per ton per mile for freight in the year 1923 were .929 of one cent.

Railways of the United States average receipts per ton per mile of freight for the year 1923 were 1.125 cents or 21.10% greater than the average of the Canadian Pacific.

Railways of Great Britain average receipts per ton per mile of freight for the year 1922 (the last year reported) were 3.351c, or 260.7% greater than the average of the Canadian Pacific.

Only good management and sound, economical financing of the Canadian Pacific, by which capital charges have been kept at a minimum, have made possible these low rates in face of low per-ton-per-mile earnings.

Canadian Pacific rates are the standard of all rates in Canada, so that the whole public is deriving the benefit of the Canadian Pacific management and financing.

The Canadian Pacific, for forty years, has led the way in the development and settlement of Canada and today, more than ever, it is a dominating force in the progress of the Dominion.

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News of the Mines for the Investor

HEAVY TRADING IN LOW PRICED MINING SHARES CONTINUES

McKinley-Darragh and Indian Feature in the Most Recent Advances

There has been considerable buoyancy to the mining market during the past week. Heavy trading in favored issues which has marked the mine shares since the first of the year, continued with some of the old favorites stepping back, their play being over, and others coming to the front to take their place. Three old favorites have held the boards, McKinley-Darragh and La Rose, of Cobalt, and Lorrain Consolidated, of South Lorrain. The former just came to the front this week, although the movement has been expected and predicted for some time. The shares have sold up to 39 from 22 at the beginning of the week. Behind it is the finding of a new high-grade vein of considerable width and running over 5,000 ounces to the ton. There are prospects that the new find will be of major importance as it is in virgin territory and there is a considerable section of it to be explored. La Rose is traveling up and down on its old glory, on the find made some time ago. The good news from the mine is made the best of, inasmuch as there is a general feeling that there is a strong pool operating. Lorrain Consolidated is reported also to have picked up silver in a new area. Clifton has sagged back a little during the week. The developments on the Provincial are going ahead and said to be of considerable promise. It is understood that an effort is to be made to cut the veins recently opened on the 300-ft. level at 350 feet as the bottom of the drift is very strong, with considerable silver showing. This may be accomplished next week.

Keora, which was much in the limelight last week, since broke back to under 15 and then recovered to above 17. De-watering the new property is proceeding and a survey underground is being made. A complete report on the property is promised in perhaps 8 or 10 days.

What About Wettlaufer?

Many have been asked as to where the buying of Wettlaufer is coming from. No one knows. The property closed down, apparently abandoning the property for a second time. Still there is a heavy accumulation of the shares going on. When the close-down was announced the stock broke down to 4½ but later recovered and since then a couple hundred thousand shares have been taken up around 6 and 6½. The company has about $35,000 in the treasury, or a little better than two cents a share.

Indian, the B.C. proposition which has been a disappointment to many and a sorrow to others, has staged a comeback, just at the time the annual report was issued. The latter was about the most sorrowful document that the shareholders have received but just as they were digesting it, the shares started to shoot. Buying from British Columbia started it and it would seem that the company, when just in the last throes of despair, have found what they have been looking for, a continuous rich ore body.

Practically all the other mine shares have held firm, any recessions being small. The large operators are traveling along about the same pace, seemingly neglected by the great body of speculators for the moment. There seems to be a dearth of spectacular news about the large operators.

Two Roads to Temagami Will Pacify the North

The Ontario government has pacified the two factions that were pressing for the highway north of Cobalt. The first announcement, made in THE FINANCIAL POST, was that the new road would go north from Sturgeon Falls. This goaded the North Bay people to action with the result that there was a change in the route and after several surveys a new route direct north from North Bay announced some time ago. It now comes to light that Sturgeon Falls will also win. There is a road north from that point some 10 miles. It will be continued on and join the North Bay road just before it reaches Temagami. Thus both North Bay and Sturgeon win.

Indian Has at Last Found Good Ore Body?

Indian Mines are reported to have at last found that elusive ore body that it has been searching for this last two years. As the bulk of this stock is held at prices from 40c. on, the news will prove welcome. The report which came from the mine just as a very disheartening annual report had been issued follows: Vein located crossing No. 3 tunnel 300-ft. from portal. This zone has been cut in two places with diamond drill five and ten feet wide, showing continuous oreshoot for 230-ft. Assays $4.60 to $24—in gold alone. Eight inches averages $8 gold, $2.80 silver and $58.40 lead.

Large Drilling Contract Let by Abitibi Mines

Abitibi Mines closed a contract with Sterling Diamond Drilling Co. to do 10,000 feet of drilling on the company's holdings in Lightning River gold area. Drills and equipment are now going in over the winter road from Ramore. Colonel R. P. Rogers, engineer and managing director of Abitibi Mines, will be in charge. This company recently entered into favorable financing plans for large scale operations. Work has been going on during the winter and this contract is preliminary to large scale development plans, under which it is expected to open up the property at depth.

Company officials express the belief that this year's work will prove at depth the excellent values found on the large sheared zone that strikes across the company's holdings. Drill holes will also be put down to prove at depth the values on the I. W. C. vein on the southern part of the property from which channel assays on the surface recently yielded over $15.

SILVER AND OTHER METALS

March—	2	3	4	5
Silver—				
London (d.) ..	34¼	32⅛	32 3/16	32 3/16
New York	68⅝	68¼	68¼	68¼
Copper	—	14½	14½	14⅝
Lead	—	7.25	7.35	7.50
Zinc	—	9.00	9.00	9.00

Engineer Mine Shares at Record Price on N. Y. Curb

Shares of Engineer mine, British Columbia, are selling on the New York curb at $42, having moved up from $6 this year. A New York group is behind the venture. Last fall THE FINANCIAL POST was asked by some Chicago men for a report on the proposition. They stated that they had been tipped off that there was to be a tremendous market created. The mine is a rich one but as the new interests have been working less than a year, it is safe to say that developments to-day do not warrant the rise in the price of shares that has taken place.

Kirkland Rand President Says He's Not Satisfied

Though Kirkland Rand shares have been re-instated on Standard Mining Exchange, W. F. Empey, president, intimates dissatisfaction with the explanation of the suspension of trading. He says: "We have been approached by several of our shareholders for a statement from the company as to why the Exchange found it necessary to suspend trading in our stock. We have done our best to ascertain from the Exchange the real reason for this suspension, but have never been able to get what we think is the proper explanation of the situation."

Extracts are quoted from a letter received from the lawyers of the Exchange in which the inference is given that the action of the Exchange was due to confidential information (the nature of which is not stated) having been given to the board of management.

ONT. GOLD OUTPUT $5,500,000 HIGHER

Total Mineral Production of Province in 1924 Just Under 75 Millions

Ontario's mineral production in 1924 was $74,412,289 compared with $71,682,197 in 1923. W. R. Rogers, statistican of the Ontario Department of Mines, has just issued his report. The principal items follow:

	1923	1924
Gold	20,136,287	25,669,262
Silver	6,936,171	6,691,656
Nickel	9,910,705	11,597,439
Copper	3,456,067	3,808,544
Cobalt	1,456,583	1,421,827
Others	....	....
Total Metallic	44,160,221	51,608,569
Nat. Gas	4,066,244	4,214,798
Salt	1,674,365	1,348,783
Others	....	....
Total Non-Metallic ..	8,424,757	7,677,307
Cement	5,855,589	5,668,671
Limes	1,893,662	1,632,959
Sand, gravel, stone ..	5,077,353	3,435,063
Total Construction ..	12,826,604	10,736,693
Clay Products	6,270,615	4,889,720
Total	$71,682,197	$74,412,289

These figures bring the province's gold production to $154,419,000; silver $234,392,000; nickel $197,600,000. Of the year's gold output $22,135,534 or 86.2 per cent. came from Porcupine and $3,446,632 or 13.4 per cent. from Kirkland Lake.

Production of the leading producers for the last three years as follows:

	1922	1923	1924	Total to Date	Dividends 1924	Div. to Date
Hollinger	$12,274,114	$10,446,412	$13,433,063	$83,694,273	$ 3,198,000	$26,152,000
Dome	4,178,936	4,374,144	4,307,624	26,756,239	1,906,668	6,447,503
McIntyre	2,021,811	2,550,129	3,604,874	20,326,327	774,125	4,409,408
Vipond	....	23,876	596,803	1,431,071	....	....
Lake Shore	471,341	541,600	1,098,572	3,796,292	380,000	1,020,000
Teck Hughes	596,495	1,117,963	1,023,025	3,625,041	....	....
T. O. Burnside..	107,481	12,174	47,547	2,101,156	....	....
W. Hargreaves ...	762,753	754,979	1,088,725	3,076,335	206,250	825,000
Kirkland Gold ...	224,396	223,102	46,512	1,079,591	....	....
Argonaut	....	72,512	152,072	259,795	....	....

Silver production in ounces fell 831,078 below the previous year, but the producers averaged 2c. an ounce better, which offsets the decline in point of value, the figures being: 1924, 9,584,596 ounces, as compared with 10,493,097 in 1923. Cobalt fell off 900,000 ounces to 6,468,562. Lorrain 322,000 to 2,633,058, while Gowganda more than tripled its output with 544,576.

Total dividends paid by the gold mines in 1924 were $6,465,043, bringing the total to $40,104,535. Incidentally it might be noted that the capital issued by the five mines making up this total is $40,340,000. Silver dividends, 1924, were $1,746,027, bringing the total of the silver mines up to $91,288,081. Five silver mines, producing and paying dividends in 1924, have paid $50,104,324 in dividends. They are:

	Div. 1924	Div. to date
Castle	$ 11,027	$ 11,027
Coniagas	100,000	11,440,000
Keeley	480,000	800,000
Kerr Lake	40,000	10,210,000
Nipissing	1,115,000	27,643,297
	$1,746,027	$50,104,324

Canada's Mineral Output in 1924, $209,400,000

Primary metals produced in Canada during 1924 reached a total value of $102,900,000, an advance of more than $18,000,000 over 1923; non-metallic minerals and structural materials showed a lower total value than in the preceding year at $106,500,000, a loss of $23,000,000, mostly due to the loss in production of coal.

Gold production reached a new high level at 1,516,360 fine ounces, valued at $31,459,941. Production from Ontario mines was 1,242,029 ounces. Silver bullion was higher at a total of 20,243,846 ounces, valued at $13,519,043. More than half the production was from Ontario mines and most of the rest from British Columbia ores.

Other increases in production were as follows:

		Inc. over 1923
Nickel....	69,586,759 lbs.	7.1 millionths
Copper ...	106,350,730 lbs.	22.4 p.c.
Lead.....	177,756,076 lbs.	New high
Zinc......	98,788,667 lbs.	

Castle Pref. Profit in Two Years 90 Per Cent.

Castle at the next annual meeting, following the end of the fiscal year, June 30, will likely redeem the $200,000, 7 per cent. preferred. This will leave the $2,000,000 common as the only security. Holders of the preferred, purchased at 60c. a share, have had one dividend and will receive another, making 14c. plus the 40c. a share profit when the stock is redeemed, which indicates a return of 90 per cent. in two years.

WERE BINGO SAMPLES SALTED?

Reports from Winnipeg indicate that the crown in the prosecution of Jas. Myers, managing director of Bingo Gold Mines, on charges of misrepresentation, may call a witness, who, it is alleged, will tell of filing gold bars to enrich samples taken from the mine.

Rouyn Development Quebec Mining Feature in 1924

Development in Rouyn gold area was the most outstanding feature of Quebec's mineral production in 1924, Theo. C. Denis, superintendent of mines, told the C.I.M.M. at Ottawa. Sales of asbestos were fairly well maintained, with large export shipments to the United States and European ports. Quebec's metallic mineral output for the year was $833,200; with structural materials and non-metallic minerals, including asbestos, the grand total for Quebec's output was $18,722,332, which, though slightly less than the total for 1923, was greater than the aggregate value in 1922. Lowered prices for asbestos reduced its output value.

LORRAIN CONSOLIDATED

Lorrain Consolidated's new find is in the eastern section of the property, 200-ft. northeast of the main shaft. Important developments to the west of the shaft are looked for.

MINING STOCK QUOTATIONS

	Div. Rate	Yield Mar. 2	High For wk	Low For wk	Close Mar. 2	Close Feb. 24	Sales For wk.	Range 1925 High	Range 1925 Low
Apex	..	....	3	3	3	3½	1000	6	2½
Algonquin	..	....	2¼	1⅞	2¼	2	12500	2¼	1
Argonaut	..	..	41	38	39	41	130975	48	29
Atlas	..	....	4⅝	4	4⅝	4½	30800	5	3½
Baldwin	..	....	6	5½	6	5½	127100	7	2
Beatty	..	....	1⅜	1¼	1¼	1¼	49000	1⅜	1
Barry Hollinger	..	....	47½	42	47½	..	122050	47½	42
Beaver	..	....	37	34	34	33½	111350	37	26
Bidgood	..	....	14½	13½	13½	14½	29750	16½	5½
Boston Creek	..	....	7	5½	6½	6	24150	7	4½
Buckingham	..	....	5½	4½	5	5⅛	33500	5⅛	3½
Can. Lorrain	..	....	44	42	43	44	3800	50	42
Capitol	..	....	33	32	32	32½	10800	37½	32
Castle Tree	..	....	78	76	77½	76½	19400	83	71
Coniaurum	..	....	2.40	2.40	2.40	2.20	100	2.45	2.20
Clifton, cons.	..	....	22½	18½	18½	20½	96380	25½	14
Coniagas	5	12.37	2.02	2.02	2.02	2.00	100	2.30	2.00
Cons. Smelters	6	2.15	71	67¾	69½	68½	6144	72	48
Cons. W. Dome	..	....	18½	16⅞	16⅞	18	90642	22	16
Col. Kirkland	..	....	7⅞	7½	7⅝	7½	220800	10½	4
Crown Res.	..	....	49½	44½	44½	46½	70290	54½	43
Davidson	..	....	...	...	...	...	...	4	2½
Dome Mines	2.00	12.50	16.35	15.90	16.00	16.20	2780	16.50	13.25
Everett	..	....	10	7½	8½	8½	224000	10	4½
Gifford	..	....	½	½	½	½	15000	½	½
Gold Reef	..	....	1½	1½	1½	1½	6000	2	1⅛
Goldale	..	....	22½	20	20	20½	92750	22½	18
Hattie	..	....	1⅜	1⅜	1¼	1½	220000	2¼	1½
Hattie P.	..	....	60	51	51	60	4000	67	51
Hillcrest p.	7	8.43	83	83	83	80	10	83	80
Hollinger	13	4.43	14.90	14.55	14.65	15.00	1716	15.65	14.40
Hunton	..	....	7	6	6¾	7	30000	8½	4¾
Inspiration	..	....	8	8	8	9	500	10	7
Indian	..	....	17	8	16	7½	249050	17	5
Keora	..	....	19	13¾	17½	18½	200900	19½	9½
South Keora	..	....	25	22	24¾	23	79100	26	20
Keeley	24	12.06	2.21	1.99	1.99	2.20	27605	2.32	1.99
Kirk. Rand	..	....	60½	57	60	60	9000	60½	40
Kirk. Lake	..	....	50	45	45	47	45100	60½	35
Lakeside	..	....	11½	9½	11	10	73500	15¾	9½
La Rose	..	....	51	39	41½	50	235950	54	7½
Lake Shore	20	3.54	5.70	5.56	5.65	5.60	2960	6.10	4.51
Lorrain T. L.	..	....	1.18	1.16	1.16	1.15	2500	1.34	1.14
Lorrain	..	....	18¾	15½	17	16	169500	20¾	12¾
McIntyre	20	5.55	18.25	17.95	18.00	18.15	4585	18.25	16.00
McKinley	..	....	35½	21	35	22½	339000	35½	15½
Mining Corp.	..	..	2.73	2.61	2.70	2.67	5050	3.16	2.55
Moneta	..	....	15	15	15	15½	1000	18½	14½
Newray	..	....	28	27	27	27	5400	28½	25
Nipissing	12+6	14.28	6.35	6.10	6.30	6.10	705	6.80	6.10
Night Hawk	..	....	35	30	35	49½	2100	49½	25
Ophir	..	..	7⅜	6	6½	7½	61450	7⅜	3
Peterson L	..	....	9⅜	8¾	9½	9	56400	11	8¾
Porc. Crown	..	....	5½	5	5	6	3500	8	4
Premier Gold	32	13.61	2.40	2.35	2.35	2.40	4770	2.57	2.15
Preston E. D.	..	..	9½	8⅜	9½	9	18500	12	8⅜
Silver Leaf	..	....	1	1	1	....	1000	1	1
Teck Hughes	..	....	1.41	1.39	1.39	1.40	27300	1.42	1.23
Thomp-Krist	..	....	3	2½	2½	2	7000	3	1
Timiskaming	..	....	30	28	29	29	3500	30	20½
Tough Oakes	..	....	38	35½	35½	37	19750	45	35½
Trethewey	..	....	18	17½	18	18	14300	19	16½
Skead	..	....	15½	14¾	14¾	15½	7700	20	14½
Victory Silver	..	....	30	27	30	30½	61750	30½	20½
Vickers	..	....	7½	6½	7	7½	13500	20½	4
Vipond Cons.	..	....	1.26	1.20	1.21	1.26	36250	1.42	1.20
Wakenda	..	....	2½	1⅜	2½	3	4500	3½	1⅜
Wasapika	..	....	2½	2½	3	2½	2000	3⅜	1½
West Tree	..	..	4	3½	3¾	4	46800	5	3
Wettlaufer	..	....	6½	6	6½	6	13300	16	4½
Wright-Har.	20	4.16	4.90	4.80	4.80	4.85	855	4.95	4.15
Oil Companies									
B.A. Oil	2+2	6.25	40½	39¾	40¾	40	1475	41¾	37
Imperial	25c	8.06	31⅜	31	31	31½	190	34½	30
Inter. Pet.	25c	....	27⅜	26	27½	27½	820	28¾	23½
Mutual	10	3.70	13½	13½	13⅝	13½	50	13½	12½
North Star, com.	..	..	1.60	1.60	1.60	1.60	100	1.60	1.00
North Star, pref.	7	8.75	4.15	4.00	4.00	4.20	230	4.25	3.90
Continental	25c	....	29	27	29	28	170	29	26

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Current Events in Banking World

HOW CANADA HAS REWARDED THOSE WHO WORKED HARD

Managers Can Tell of How Real Success is Won

It has been said that there are three people who know a man in a worldly way—his lawyer, his doctor, and his banker. And it is perhaps the latter who knows him best because he is acquainted not only with his financial difficulties—if any—but also with his successes and with the ordinary routine of his business affairs. Banking then has its very human side, particularly in the relations of the manager and the customer, even though these do not appear in the ledger entries or in the machine-like reports. Our bankers can tell some very red-blooded stories of the men who have made Canada with their hands and brought prosperity and happiness to themselves and their families in the effort. There follows such a story by A. J. Reynolds, manager of the Canadian Bank of Commerce at Prince Albert, as told in the Caduceus. There are many other such experiences which would help to maintain confidence in Canada's fundamental soundness. THE FINANCIAL POST will be glad to pay for any such short stories suitable for publication. Send them in.—J. W. T.

I was newly arrived at a branch in Saskatchewan when I received an invitation from a farmer customer to visit his farm. His real name I will not give, but for purposes of this tale we will call him "Karl." He came from Austria twenty years ago, in the great immigration days of the Laurier government, when the gates were opened wide to all and sundry and thousands from the old European lands came to Canada filled with high hope of a promised land as were the Israelites of old. Some were disillusioned and found no fortune, but others who had the spirit of the pioneer, the nation builder, stayed and have thrived and prospered in this land of promise which, after all, like any other land, only exemplifies the truth of the flippant saying that "God helps those who help themselves." Karl came here and was called a common "bohunk," unable to speak English, without friends or money. His three brothers came with him. They filed on homesteads and for two or three years worked on railway labor construction and proved up their heritage of 160 acres. Then they sent for their Austrian sweethearts to make a home, for this far-away country seemed goodly to them. Years have passed, years of work and hope and home-building. To-day Karl is the possessor of 700 acres, 615 of them broken, and when I paid my promised visit it was not to the Austrian peasant of twenty years ago, but rather to the proud proprietor of lands as large as those upon which the feudal aristocracy of his native land once permitted him to toil. I found a fine red-brick mansion, equipped with electric light, telephone and running water, a magnificent barn and a pasture and farmyard industriously and noisily alive with hens, ducks, geese, turkeys, pigs, cattle, sheep and horses, and when I entered the house I found the finest promise of all in his ten fine sturdy children.

The Farm's Opportunities

I sat down to a well-prepared chicken supper that evening, with twelve at table, in a kitchen as clean as many a city dining room. The mother and eldest daughter waited at table. The children were all clean, mannerly and polite and the eldest son said the blessing—not evidently as a special guest rite, but as though it was, as I am sure, a revered family custom. After tea we repaired to the sitting room while all the busy girls of the family soon cleared up the house and I spent a pleasant evening in chat and social intercourse. One of the girls played some simple pieces on the piano and we had a little singing. I found Karl, who is forty-two years of age, intelligent and up-to-date, with ideas of his own on the farmers' problems and modest in his success. His wife, who had not yet mastered English well, had more the attitude of the Austrian peasant, but was clean, buxom and cheerful. Karl treated her with thoughtfulness and affection, carefully explaining to her a good deal of our conversation. He was proud of his family. He said the boys did a lot of his farm work and would be soon taking the heavy burden off his shoulders. He pointed out that only on the farm to-day could he have afforded to have brought up so creditably this brood. "The farm is the safest place," he thoughtfully remarked.

A New Generation

Karl insisted that I stay overnight to get some duck shooting on the sloughs on his farm at dawn. I did so and after getting a few fine mallards we sat down to a breakfast that put to shame many an expensive city meal. Everything on that table, save the tea and sugar, was produced on the farm—cream, butter, eggs, bacon and beautiful bread from the farm's own grist. Later in the morning I visited Karl's other three brothers in the neighborhood—each one in practically the same fine circumstances; George and William with seven children each, and Chris., three. These, with Karl's healthy brood of ten, made a total of twenty-seven sturdy young Canadians, not to speak of the eight fine adults, thriving where twenty years ago no population existed, developing this wonderful natural heritage that is ours.

The children are going to school, imbibing Canadian ideals and education, the proprietor has supplanted the peasant and what has been done in Karl's little corner of Saskatchewan is being repeated again and again in the fertile sections of this great land.

These children are making the nation of the future and of my whole visit the vivid impression I carried away was not that of the material prosperity of these four immigrants, although that in itself is remarkable enough, but rather the marvellous transition from the Austrian peasant to the free-born citizen of the finest country under heaven.

Bank of Montreal Moves Montreal Branch Office

From Our Own Correspondent

MONTREAL.—There will be some adjustment of the down town office accommodation of the Bank of Montreal in the wake of the Montreal-Molsons merger. The former Montreal branch of the Merchants Bank, which has been operated as a branch of the Bank of Montreal will move to the Molsons Bank premises, which now provide a large and airy banking space.

Recently the Insurance Exchange Building was erected around the Molsons Bank building and a portion of its ground floor was connected with the ground floor of the Molsons Bank Building. The new branch will take in this larger area.

Benefit of Systematic Savings Is Evidenced

The will of Miss I. A. Clark, a Toronto school teacher, reveals a well selected list of investments. It totalled $17,362, all saved in 8 years, when she first started systematic saving. A bond man who examined the list of securities filed with the will, declared that it would be impossible to choose a better list. Bonds and stocks included five per cent. Victory loan, Alberta bonds, province of Ontario bonds, Grand Trunk bonds and Price Brothers.

"It is unusual to find a school teacher with such a wisely selected list," declared the bond man. "Too frequently their money is lost in wild cat ventures."

Staff Gossip

J. C. Grey, who has been connected with the Brantford branch of the Canadian Bank of Commerce, has received a move to a Hamilton branch of that bank. —The Gazette, Parkhill.

* * *

With the amalgamation of the Bank of Hamilton branch of the Canadian Bank of Commerce with the main branch of the Bank of Commerce, at the northwest corner of Main and High Sts., came the announcement that F. C. Grant, manager of the Bank of Hamilton since January 1, 1917, had been appointed assistant manager of the Canadian Bank of Commerce at this place.—The Times, Moose Jaw.

* * *

Several customers of the Port Arthur branch, Canadian Bank of Commerce, waited upon departing manager, C. F. A. Gregory, recently, and presented him with a gold watch and chain. D. J. Cowan made the presentation, to which Mr. Gregory suitably responded, stating that his association with the patrons of the bank during his tenure of office had been most pleasurable. Mr. Gregory, who has been manager of the Port Arthur branch since June 15, 1922, will go to Kingston, (Jamaica) branch. — News-Chronicle, Port Arthur.

* * *

A double shift in Canadian Bank of Commerce managers at Crow's Nest Pass points is announced. C. G. Bennett, who has been in charge of the branch at Creston, goes to Fernie, whilst manager Wood at that point is shifted to the coast. Mr. Bennett went to Creston eleven years ago to succeed P. B. Fowler, who in 1914 was transferred to Fernie and since then has had charge of branches at Nelson and Vancouver. Mr. MacDonald, accountant at Crankbrook, will be temporary manager at Creston. Mr. Bennett is a former president of the board of trade and prominently identified with all community effort and will be missed from Creston. — The Herald, Lethbridge.

Weekly Bank Clearings

(In comparison with the same week last year.)

EASTERN CITIES

	Feb. 28, 1924	Feb. 26, 1925
Halifax	$ 1,976,106	$2,221,593
Moncton	630,946	701,980
Quebec	3,925,372	3,478,708
Sherbrooke	608,322	471,312
Montreal	76,295,770	70,938,493
Ottawa	4,355,677	4,156,644
Kingston	467,536	448,128
Peterboro	636,571	701,120
Toronto	82,909,614	81,007,540
Hamilton	4,063,719	3,546,271
Brantford	612,302	707,377
London	2,058,295	1,969,712
Kitchener	771,065	819,517
Windsor	2,554,823	2,226,886

WESTERN CITIES

	Feb. 28, 1924	Feb. 26, 1925
Ft. William	$ 632,004	$ 727,570
Winnipeg	31,068,824	29,923,030
Brandon	345,434	402,363
Regina	2,559,494	2,406,326
Moose Jaw	804,858	875,242
Saskatoon	1,215,762	1,099,047
Pr. Albert	278,683	261,810
Calgary	7,236,078	5,056,835
Edmonton	3,307,178	3,510,106
Med. Hat	343,697	200,389
N. Westminster	497,763	419,699
Vancouver	14,016,045	16,699,376

Monthly Bank Clearings

(In comparison with same month last year)

EASTERN CITIES

	Feb. 1924	Feb. 1925
Halifax	$ 1,976,106	$2,221,593
Sherbrooke	3,005,513	2,722,978
Quebec	20,482,273	19,765,666
Montreal	407,276,146	339,509,784
Ottawa	23,329,212	20,690,958
Kingston	2,230,370	2,272,348
Peterboro	2,783,808	2,940,843
Toronto	444,067,524	341,138,094
Hamilton	18,615,934	16,098,304
Brantford	3,278,549	9,042,125
London	9,796,948	9,042,125
Kitchener	3,926,214	3,322,365
Windsor	10,121,042	10,282,414
Moncton	2,921,500	2,766,237
Total East	$961,759,953	$784,158,352

WESTERN CITIES

	Feb. 1924	Feb. 1925
Fort William	3,036,806	2,901,983
Winnipeg	155,331,277	174,270,917
Brandon	1,810,862	2,035,877
Regina	12,181,540	11,654,294
Saskatoon	5,786,870	5,252,850
Prince Albert	1,393,340	1,276,086
Lethbridge	2,133,880	1,814,032
Calgary	30,050,503	24,049,524
Medicine Hat	1,266,932	1,019,103
Vancouver	60,586,078	58,914,915
N. Westminster	2,155,926	2,131,852
Victoria	7,886,699	6,952,233
Moose Jaw	4,076,000	4,071,533
Edmonton	15,924,179	17,163,111
Total West	$303,620,892	$313,508,310

Would Increase Bank Rate to Encourage Small Loans

Editor, THE FINANCIAL POST:

Sir: A short time ago there was considerable discussion regarding the "service" of our chartered banks to the small towns and the small investor, and the banks were subjected to somewhat severe criticism. The remedy is not hard to prescribe. It is more profitable for our banks to serve the large capitalist than the small one and requires much less bookkeeping.

What is required is to make the small loans more profitable to the banks. Make small loans well worth while to go after. Restricting the bank to eight per cent. interest on all loans is a mistake of the worst kind. Banks should be allowed to charge up to 15 per cent. on all loans under $1,000, up to 12 per cent. on all loans between $1,000 and $2,000 and 10 per cent. on all loans under $5,000. Competition between the various banks and also individual capital can be depended on to prevent oppression.

We would find bank managers then hustling for good loans at these rates. Borrowers, including farmers, can generally well afford to pay these rates but need not do so if they can borrow more cheaply elsewhere and it is up to the managers to judge if the loan is likely to prove profitable. We would then have more money loaned profitably by bank managers and less of those grievous bank wrecks, which are generally made at head office. And perhaps banking might become sufficiently profitable to enable the banks to pay salaries to their clerks and managers somewhat commensurate with the remuneration in other callings which do not require as much education and responsibility.

W. J. L. McKAY.

Toronto, Feb. 24, 1925.

DICTAPHONE DIVIDENDS

The Dictaphone Corporation and subsidiary Dictaphone Sales Corporation, U.S.A., and Dictaphone Sales Corporation, Ltd., Canada, have declared a regular quarterly dividend of $2.00 per share on the preferred stock, payable March 2.

Exchange

The substantial improvement in the Canadian foreign trade position has as yet failed to have any material effect on the exchange rates, with the United States. Practically no change has taken place for some weeks, the premium on New York funds remaining around 5-32.

Continentals have been somewhat stronger after the weakness of a few days ago especially in French and Italian currencies, and there is rumor that official support was used to stimulate rates. Sterling strengthened somewhat, presumably in anticipation of an advance in money rates.

NEW YORK FUNDS

			Last Year	
	High	Low	High	Low
Feb. 26	3-32	3-32	3 1-2	3 13-32
Feb. 27	1-8	3-32	3 7-16	3 9-32
Feb. 28	9-64	1-8	3 7-16	3 5-16
Mar. 2	1-8	1-8	3 9-16	3 15-32
Mar. 3	11-64	1-8	3 1-2	3 3-8
Mar. 4	5-32	5-32	3 5-16	3 9-32

STERLING, FRANCS AND LIRE

	Sterling Demand	Francs Demand	Lire Demand
Feb. 26	4.74⅛	5.12½	4.05¼
Feb. 27	4.75¾	5.14½	4.04½
Feb. 28	4.76⅝	5.11¼	4.03¾
Mar. 2	4.75⅝	5.03¾	4.00⅝
Mar. 3	4.76	5.04	3.98⅝
Mar. 4	4.76½	5.09	4.01⅝

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TORONTO

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With branches and correspondents throughout Canada and strong financial affiliations abroad, we are in a position to make prompt collections in all parts of the world. Acceptances are quickly obtained, payments promptly transmitted—details are carefully and accurately handled.

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49

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INCORPORATED A.D. 1851

Fire, Marine, Tornado, Sprinkler Leakage, Riots, Strikes, Civil Commotion, Explosion, Automobile, Burglary, Guarantee Accident, Sickness, Plate Glass and Liability Insurance

FINANCIAL STATEMENT

JANUARY 1st, 1925

ASSETS

Government Bonds	$1,887,320.98
City Bonds	633,542.59
Railroad Bonds	369,157.00
Corporation Bonds	953,592.96
Stocks and Mortgages	399,397.50
Real Estate	200,000.00
Bills Receivable	3,369.00
Accrued Interest	61,681.82
Balances due from other Companies	371,935.51
Cash in Banks and on hand	431,683.15
Agents' Balances	913,893.38
	$6,225,573.89

LIABILITIES

Balances due other Cos.	$ 397,494.75	
Losses under adjustment	1,260,504.20	
Sundry Items	47,191.60	
		$1,705,190.55
SPECIAL RESERVES		
For Taxes, etc.	$ 178,403.00	
For Possible Unreported Losses	100,000.00	
		$ 278,403.00
SECURITY TO POLICYHOLDERS		
Unearned Premium Reserve (on Canadian Government basis)	$2,437,585.50	
Surplus to Policyholders	1,804,394.84	
		$4,241,980.34
		$6,225,573.89

LOSSES PAID SINCE ORGANIZATION OF THE COMPANY IN 1851 .... $92,160,254.28

Board of Directors

WILFRID M. COX, President of the Company

SIR JOHN AIRD, Pres. and General Manager, Canadian Bank of Commerce; COL. HENRY BROCK, President, The W. R. Brock Co., Ltd.; ROBERT BICKERDIKE, Montreal, Director, Canada Life Assurance Company; ALFRED COOPER, London, Eng.; H. C. COX, President, Canada Life Assurance Co.; JOHN H. FULTON, President, National Park Bank, New York; D. B. HANNA, President, Western Canada Flour Mills Co., Ltd.; MILLER LASH, K.C., Barrister, of Messrs. Blake, Lash, Anglin & Cassels; T. G. McCONKEY, General Manager, Canada Life Assurance Co.; GEO. A. MORROW, President, Imperial Life Assurance Co.; MAJ.-GENERAL SIR HENRY PELLATT, C.V.O., of Messrs. Pellatt & Pellatt, Stock Brokers; W. D. ROBB, Vice-President, Canadian National Railways; E. WILLANS, Managing Director, Imperial Guarantee & Accident Ins. Co.; E. R. WOOD, President, Central Canada Loan and Savings Co.

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WILFRID M. COX, President and General Manager;
HERBERT C. COX and GEO. A. MORROW, Vice-Presidents; C. S. WAINWRIGHT, Assistant General Manager; G. STUBINGTON, Secretary.

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THE FINANCIAL POST HAS THE LARGEST PAID CIRCULATION OF ANY CANADIAN FINANCIAL PAPER

TORONTO, MARCH 6, 1925

MADE IN CZECHO-SLOVAKIA

A MONTREAL department store recently held a "Made-in-Canada" exhibition where various Canadian manufacturers exhibited. One manufacturer gave away as souvenirs little needle cases with advertising of his product printed on the covers. On each package of needles was the legend "Made in Czecho-Slovakia."

Most "Buy at Home" campaigns fall down because they are based upon false economic premises. The manufacturer gave away European goods because some one sold them to him at lower cost than a similar Canadian product that could have been used as a souvenir. The women who were given the needles will, similarly, buy Canadian goods only on a price and quality appeal.

Just as important as a sound economic basis for such campaigns is an atmosphere of sincerity; the public must be made to feel that the "Made-in-Canada" appeal is not a substitute for quality or service. The offering of a Czecho-Slovakian product as a souvenir created no confidence; it made the manufacturer's display a joke.

LET THE PUBLIC KNOW

THE directors of at least three Canadian companies are at the moment, to the knowledge of THE FINANCIAL POST, under suspicion of withholding information about the progress being made by their companies, in order to buy in the shares at a price less than the real market value on the basis of present business and prospects. Such suspicions are encouraged by the reluctance of the officers and directors to give out information and figures. In one instance the "insiders" admit that they are in the market to buy up the stock where shareholders are ready to sacrifice.

There was a time when the "public be damned policy" was something more real than a phrase employed by the anti-capitalist press to encourage dissatisfaction with big business and it was considered good business to let shareholders and public know as little as possible about the affairs of the big public service and industrial corporations. But that day has passed. The bigger the corporation usually the more open it now is with the public. United States Steel in the United States and the Canadian Pacific in Canada, with their weekly and monthly statements of earnings, may be mentioned as leaders in the exemplification of this policy.

The policy of taking the public into the confidence of and into partnership with organized business and finance is sound. The heads of the successful corporations realize that it is the way to establish a market for both their products or services and their securities. The company refusing to publish freely important information regarding its affairs is not only away behind the times but is following a course which will undermine the confidence of its customers and close the door against new capital when it is desired.

WHY DANISH BUTTER IS GOOD

THAT Canada was far behind Denmark in the establishment of uniform grades for butter was clearly shown by the Hon. J. S. Martin, Ontario Minister of Agriculture, in his talk to the Canadian Club, Toronto. Last year he made a trip to the Old Country and studied agricultural conditions in Denmark. At the present time the producer in Denmark is realizing about 46 cents a pound for his butter, whereas the Ontario farmer was getting about 30 cents.

These results are accomplished in Denmark through co-operative marketing and standardization. THE FINANCIAL POST has contended that until all cream is purchased by the creameries on a graded basis, we will continue to have a good percentage of poor butter exported to the Old Country. In Denmark it seems that the farmers do not send the cream to the creameries. They send their milk and the creameries look after the separation and pasteurization of it when the milk is fresh, thus securing absolutely fresh cream. Their follow up standardization policy results in only absolutely pure, fresh butter being maufactured and exported, so that the British trader can bank on Danish butter, whereas he knows he takes a chance when buying Canadian — sometimes it's good and sometimes it's not.

Canada and especially Eastern Canada must adopt a uniform grading system if we are to secure recognition on the British market. Milk and cream must be paid for strictly on a quality basis. The Honorable Mr. Martin intimated that plans were being worked out in Ontario at the present time to bring about the happy state of affairs whereby Ontario butter could be relied upon in the export markets of the world.

YOUR OWN PAPER

THE class in journalism at Toronto University has been hearing about the country newspaper from Lorne Eedy, editor of the Walkerton Telescope, and president of the Canadian Weekly Newspaper Association, who is well equipped to deal with this subject. While more and more people are getting their national and world news through the big city papers they still get their local news and the views upon which they form their judgment on political and other matters through the home paper.

The local newspaper is edited to render a service to its own constituency just as a business or trade newspaper is edited to serve a particular class in the whole community.

PAPER FIFTY YEARS HENCE

"WHERE will my paper come from twenty years from now?" is a sound question for a newspaper publisher to think about and for the office manager to consider. Paper is made from wood and there is reason to believe that Canada is cutting its wood faster than it is growing it. We have no assurance that we are not doing this because of the paucity of accurate data on the forests. In Quebec, for instance, three leading foresters have estimated the life of the forests as not over half a generation, but the Minister of Lands and Forests states that Quebec forests will last a century.

The very indefiniteness of our knowledge makes measures of conservation the more essential. Canada has had the opportunity of watching the too rapid denudation of United States forest lands, seriously crippling the pulp and paper industry in many sections of that country, and has only herself to blame if she fails to learn the lesson. Canada should take to heart the words of warning of an American forestry expert who stated the other day:

> "We have learned that there is no inexhaustible source of paper making material unless we make our forest lands permanently productive. Timber growing is at best a long-time undertaking attended by many hazards; fire destroys, insects attack, disease weakens and storms lay low the forests. Only through the co-operation of public agencies and private interests to secure a maximum of forest protection, together with scientific management and utilization, will we be assured in the future of the wood supplies which through long use have come to be indispensable to our well-being."

EDITORIAL NOTES

REFERENCES to declining revenue and increasing overhead charges, necessitating the continuance of 7 cent fares, by the Toronto Transportation Commission, leave the impression that perhaps the shareholders of the Toronto Railway did not fare so badly after all in the price secured for the property.

* * *

IN ANSWER to a question on the floor of the legislature the Ontario government submitted that it is not considered to be in the public interest to give information as to deposits in the Province of Ontario Bank. Why not? The chartered banks have to give this information every month and it is published widely.

* * *

MIDDLESEX farmers have just given a good example of how not to invest. They sank all their savings in an oil venture, then got fearful that it may be a swindle and started to investigate. If their fears are well founded their money is gone. If they had just reversed the process of their action they would have kept their money and saved themselves all the heart-aches they are now suffering. Investigate before you invest—is the proper method.

* * *

LOBBYING has always been represented to the public as one of the offences of big business. Public ownership has been held up as the cure for this evil. And yet we find the great friend of public ownership, the Toronto Globe, calling attention to the fact that "for lobbying or influencing legislation, at least $15,000 has been expended by the Corporation of the City of Toronto since 1910; this was paid to various individuals in amounts ranging from $250 to $4.500."

Maritimes Would Work Out Their Own Fiscal Policy

That Idea is Popular With Impressive Delegation Who Waited on Premier King — Latter Offers Speech From the Throne as Cure-All for Present Ills

From Our Own Correspondent

OTTAWA.—More history was made, perhaps, during the days that the deputation from the Maritime provinces was in the capital than has been made at any other time since the signing of the Peace Treaty. The men from down by the sounding shores of the Atlantic made both the capital and parliament sit up.

It is a long time since as large a deputation has waited upon the government. There must have been easily 300 men. They crowded out the largest committee room in the Parliament buildings. Everybody was surprised at the number that came. There had been reports to the effect that 1,000 might find their way to the capital, but everyone knew that this estimate was exaggerated.

These Maritimers were an impressive looking body. It is not an exaggeration to say that they constituted the most impressive deputation that ever waited upon the government. In this respect they were much superior to the average run of those who wait on governments. They were big men physically. They were well dressed, solid and substantial looking with far more than the average intelligence.

It is no exaggeration to say that they were a more impressive lot than usually waits upon the government from Ontario. The men from the latter province may be clever, but they don't carry as much weight as these Maritimers did. Any man who looked upon that company knew at once, if he were any judge of men, that these fellows had to be reckoned with.

Anglo-Saxons Dominate

One got the impression that the Maritime provinces were probably the purest Anglo-Saxon community in Canada. There were the Frasers, the Simpsons, the Murphys, the O'Briens, the Joneses, the McAuleys, the McKennas, the MacDonalds and the McGregors.

In Ontario deputations of any size, especially if from the urban places, there is usually to be found representatives of the Semetic race, but there were none noticeable in this company.

The Anglo-Saxon character of these people is to be borne in mind, when talk of secession is heard from that portion of the country. There is no doubt that the average Maritimer is loyal to the core. He doesn't want to break away from the rest of Canada, but all the same he gives one the impression that he will have to get better treatment or something may happen.

High on the wall behind the chairman, Mackenzie King, was very fittingly hung a huge railway map of Canada. Than this, nothing could better have set forth the huge problems that present themselves in the governing of this country. One could see at a glance what was wrong with the Maritime provinces. They are away off in the an eastern corner of the Dominion, badly shut-off from the rest of the country, and shut-off also by a tariff from their natural market in the United States.

Got Little Satisfaction

The question was, what could be done for them? It was quite evident that the leaders of the deputation had not spent as much time on the formal presentation of their case as they had in the organizing of their trip. Not that their spokesmen were not able; for they were. Mayor Murphy of Halifax excelled himself, and gave one the impression that he would be quite at home in almost any cabinet. But the natural sentiments of the members of the deputation seemed to be restrained, for the resolution presented to the government was rather of the milk and water kind. It didn't advance the Maritime case very much, for the prime minister was quick to say that the speech from the throne contained everything asked.

The trump card that the prime minister threw on the table in the form of a statement that the breaking of the alleged North Atlantic combine would do more than anything else to benefit the Maritime provinces, did not cause these men from the sea side to cheer up. They applauded somewhat, but it was a rather tame effort.

An incident worth noting was that Mayor Murphy got most applause when he remarked that if all efforts to help the Maritimes failed they would ask to be allowed to make what fiscal arrangements they desired to improve their position. Three rounds of applause with cheers followed this. It struck the most popular chord of the day.

The thing working to the front in the Maritime agitation is the effort to transfer the terminus of the National Railways from Portland to Canadian soil. The people of the Maritime provinces are sore at seeing Canadian freight going to Portland and New London instead of to St. John and Halifax. They are after that business, and they will get it, or know the reason why. It seems to be only a matter of time until one of the political parties takes up this issue.

Did the visit to the capital really do much good? Time alone will tell. The deputation certainly did not get much from the cabinet in the way of promises; and they know too much about shipping to expect much from the new trans-Atlantic service. Of course, it is natural to think that all their business was not done in the public meeting with the cabinet.

Determination is Shown

The Maritimers have put much effort into a campaign for the importing of goods under the British preference solely through Canadian ports. But when they heard that last year less than one-half of one per cent. of such imports were through United States ports, they soon saw that there was much more to get. They then jumped to the fact that the export business was the one to get after.

The rest of the country had better believe that the men of the Maritime provinces are in earnest. When to the number of 300 they travel hundreds of miles to tell the government what they want, it would be just as well to conclude that they are pretty well stirred up. for there are too many Scotch among them to throw money away.

A Plan of Action to Cope With Taxation Problems

Head of Mortgage Association Suggests a Conference of Business Organization— Loaning Companies Improve Relations With Farmers

By A. B. FISHER,

Retiring President Dominion Mortgage and Investments Association.

During the year we have been greatly encouraged at evidences of a further tendency on the part of governments to discuss with our associations before enactment, proposed legislation which directly concerns borrowers and lenders. This is very gratifying and is no doubt due in large measure to a better understanding of our objective, which is to support only such legislation as will be to the best interests of all concerned, and thus of national advantage. No privilege, favor or preference has been or will be sought, but the association has unhesitatingly supported and will continue to support any measure designed to prevent dishonesty or irregularity, and thus prevent in so far as possible, disasters which inevitably result in loss and distress.

It is pleasing to note that the many problems affecting the relations between borrower and lender are to-day given more systematic and thorough attention than heretofore—let me refer particularly to the relationship of this association and its affiliated associations, with legislators and other public bodies having a common interest with us in establishing such relations between the borrowing and lending public as will assist in advancing the country's best interests. The necessity for greater confidence as between borrower and lender cannot be too strongly emphasized, and only to the extent that we, as lending companies, are able to convince the borrower that upon his prosperity and success depends in large measure our own financial progress, may we hope to establish that mutual confidence which we all realize, as being so essential.

Conference With Farmers

It was with real pleasure that we accepted invitations to participate in a discussion of interest rates with the Canadian Council of Agriculture and to conferences between debtor and creditor interests in the provinces of Saskatchewan and Manitoba. These and similar conferences indicate that questions are now being approached in quite a different spirit from formerly. At the conference with the Canadian Council of Agriculture the conclusion arrived at would indicate that the farmer borrowers, at any rate, are beginning to realize that those furnishing them with farm mortgage loans have their own peculiar difficulties to contend with, and that in making mortgage loans it is impossible for them to do otherwise than to impose such interest rates and other conditions as existing circumstances determine.

I would like to make special mention of the very important work done by the rural credit committee under the chairmanship of Mr. Bowman. Mr. Bowman has devoted much time and thought to rural credits and mixed farming, and it is very difficult to estimate the far reaching importance of his activities in this direction.

Disastrous Taxation

At practically every annual meeting of importance of financial or industrial interests during the past few years the disastrous effects of the present excessive taxation have been emphasized but seemingly no real constructive action has been taken. In view of the lower taxation now enjoyed by citizens of the United States, with still further reductions promised, the present taxation in Canada assumes the proportion of a real menace to national industry and personal initiative. One realizes that reduced taxation can only be brought about in two ways, namely: by further economies in public expenditures and by increased immigration, consequently the whole problem is one of extreme complexity, and as far as one can judge there seems to be no prospect of relief in the near future. May I respectfully suggest for your consideration that it might be quite in line with the important position which the association now holds in the financial life of the country, to initiate some action by appointing a strong committee to consider this whole question of taxation and where possible arrange for conferences and discussions between various bodies interested. The possibility of improving existing conditions would in this way be disclosed and something constructive could then be undertaken with a view to securing remedial action.

With a better feeling and improving conditions in our Western provinces of which there is already tangible evidence—with a better understanding of our mutual problems, and a determination to meet them constructively, we feel justified in looking forward into the coming year with confidence.

More Jobs for Canada

The most solid basis on which Canada can build powerful industries is on the foundation of Canadian natural resources. And as we use our natural resources more and more to build Canadian industry, the country's wealth and prosperity will roll up. But it will be necessary to use these natural resources as the basis of Canadian and not of foreign industry.

For every kilowatt hour of electrical energy that Canada sells in another country she gets about one cent. But every kilowatt hour of electrical energy used in industrial plants an average of about thirty cents is spent in wages.

Every cord of wood exported brings $8 to $12 to Canada. But every cord of wood manufactured into paper represents about $40 of value.

Canada gets a little over $30 per ton of asbestos exported, or less than the cost of taking the asbestos out of the ground, if proper depletion reserves are established. When manufactured the asbestos is worth many times that.

It is the same in other lines. The great value of natural resources does not lie in their intrinsic worth but in their ability to create jobs and secondary profits.

Canada's development in recent years along the line of getting the most out of our natural resources has been encouraging. Now Canada is refining zinc from Canadian ores; is making copper products from Canadian copper ores; is milling much Canadian wheat; is making asbestos roofing, shingles, brake lining, etc., from Canadian raw asbestos; is turning nearly 4,000 cords of wood annually into pulp and paper; is utilizing all of the country's natural gas production inside the country; is using Canadian flax in a small way.

These are signs of progress. Because they will facilitate movement in the same direction the proposed restrictions on pulpwood exports and a firm adherence to a policy of not permitting the export of electrical energy from Canada should help to build in Canada the factories that are going to be built somewhere to use the tempting resources of this country.

Wyer a Utilities Expert of Wide Experience

In view of the efforts which have been made by Sir Adam Beck to discount the report of Hydro finances made to the Smithsonian Institution by Samuel Wyer, the following reference to the career and qualifications of Mr. Wyer from "Who's Who in America" will no doubt be of interest:

> Samuel S. Wyer, consulting engineer. M.E., of Ohio State University, 1903, has practised at Columbus, Ohio, since 1905. He was chief of the Natural Gas Conservation, U. S. Fuel Administration during the war period. He is a member of the American Society of Mechanical Engineers, the American Institute of Mining Engineers and the American Gas Association. He is the author of Producers' Gas and Gas Producers, 1905; Catechism on Producer Gas, 1906; Gas Engines and Gas Producers, 1910; Regulation, Valuation, and Depreciation of Public Utilities, 1913; Natural Gas—Its Production, Service and Conservation Bulletin 102, Smithsonian Institution; also more than 150 reports, analyses, research articles, etc., pertaining to natural gas and public utilities.

Why Ontario Reduced Interest Rate on Deposits

Asked as to what representations were made to the Ontario Government to cause a decision to be made to reduce the interest on deposits in the Province of Ontario Banks, the provincial treasurer told the legislature that the government acted on its own initiative, having in mind the declining rates of interest, the desirability of creating a reserve and with the ultimate object of reducing the rates of interest to the farmer.

Advertising as a Factor in Cutting Sales Costs

WASHINGTON. — A million dollars was spent last year in advertising coffee. A lot of money, but it reaped a harvest, for the average per capita consumption of coffee was increased 80 cups a year at an advertising cost of less than one cent per capita. A famous soup canner's advertising expense runs to enormous figures. But before he started to advertise his sales cost was 20 per cent. To-day it is 5 per cent. A cent's worth of advertising sells him six cans of soup. Advertising pays both buyer and seller—the buyer in smaller costs, the seller in increased production.

Personal

CHARLES MARRIOTT, who died very suddenly in Toronto last week, was general manager of G. Goulding & Sons, wholesale milliners, and a prominent figure in the wholesale life of Toronto. He was a past president of the board of trade and this year a member of the council of the board. A year ago he represented the board at the meeting of the Chambers of Commerce of the Empire, in London, Eng. He was 68 years old.

Business and Conspiracy

The recent Home Bank trials induced a Canadian business man to tell of a banking experience he had had. It was at his club and he turned to the friends with him and said:

"There is often a very narrow margin between negligence and the ordinary transactions of business. Take my case. I bought a manufacturing plant after the war. I went to my bank and borrowed the money; it happened to be the Merchants Bank and there was never any question of the loan. I got it readily.

"Then the Merchants Bank was absorbed, and in the subsequent investigation it came out that it had lost a lot of money. The names of the directors were bruited about, and then it was that I learned for the first time that the man from whom I had bought my plant with Merchants Bank money was a director of the bank. Perhaps he knew I got the loan; perhaps he never knew.

"Anyway I shudder to think of what might easily have happened. The Merchants Bank had a hard struggle; so did my plant. If both had gone to the wall there would have been a howl and an investigation and it would have come out that I had bought a plant with money loaned me by a bank of which the vendor was a director. I probably would have been a crook in the eyes of the public, and all my friends would have believed that I had worked a sharp deal with the Merchants Bank director."

Bell-Ringers a Menace to Better Business

Speaking before the members of the Montreal Publicity Association in Montreal, Thomas K. Kelly, of Minneapolis, stated that, "Prosperity is on the way back and advertising is the best means to hurry it along." Mr. Kelly dealt at some length with the retail branch of business. This, he considered, was being seriously injured because of the rapid increase in the house-to-house method of making sales. He referred to such canvassers as "bell-ringers" and considered them a growing menace to the retail trade. "This method of making sales is growing all the time and unless it can be stopped," he said, "the retail business will suffer a great loss." He recommended as a remedy, carefully planned advertising to educate the public to the advantages of buying directly from the store, and in conclusion suggested that retail merchants give better service to the customers.

Duofold
Lucky Curve
Parker Duofold Pen

Rivals the beauty of the Scarlet Tanager

Made in Canada—Same Price as in the States

This Jury of Pen Owners Gives the Reasons
Why Duofold Outsells any Other
Though Hosts of Pens are Lower-Priced

Says a hotel keeper
"My Duofold was used by 31,000 hotel guests and their different styles of writing didn't alter the point one iota."

Four train dispatchers declare
"It's the only pen that stands our gruelling pace, 8 hours a day, 6 days a week. It's worth twice as much in the hand as it costs in the show-case."

States an author
"Its 25-year point makes writing luxurious because it's so beautifully smooth and quiet-going. And its full-handed grip doesn't try to elude the fingers or tire the hand."

A traveller says
"I laid down a black pen in a post office and walked off and forgot it. Then I bought a Parker Duofold, and its black-tipped lacquer-red color always flashes my eye this friendly caution: 'Don't leave your pen behind!'"

Two women speak thus
"Its color makes it easy to find on my desk," says a young business woman. And a fashion writer declares, "It adds a gay touch to any costume."

Says an artist
"It has classic lines." "And balanced symmetry," adds a golf expert.

An executive writes us
"I signed 1067 checks in 1 hr., 30 min. without once refilling its Over-size barrel."

$7 is all it costs to own this speedy sure-fire writer with the Over-size Ink Capacity and 25-year point.

Stop at the first pen counter and try it—don't lag behind a world that now writes via Duofold.

The Parker Fountain Pen Co., Limited
Factory and General Offices
Toronto, Ontario
Parker Duofold Pencils to match the pen, $3.50
Over-size, $4

Parker Lucky Curve Duofold $7
With The 25 Year Point

Duofold Jr. $5
Same except for size

Lady Duofold $5
With ring for chatelaine

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Investors' Inquiries

Questions of general interest submitted by subscribers of The Financial Post will be answered in this column, in which case only initials will be used. Other inquiries will be answered by mail. A three-cent stamp should be enclosed to cover a direct reply.

FOLEY MINES

S. M., Port Arthur.—I have shares in the Foley Gold Mine. Is the stock of any value?

The shares of Foley Gold Mine look like a speculation which should give you a good run for your money. It is just announced by the company that they will have their mill operating by August 15 and from then on we judge they should have a fairly good period of production.

UNION ABITIBI MINES

C. D., Montreal. — Will you be kind enough to tell me if the Union Abitibi Mining Co. exists still on the name of Abitibi Mining Co., and if not will you please try and find out if it is amalgamated with any other company?

Union Abitibi Mining Co., as far as we can learn, is a dead issue. The heads of the Abitibi Gold Mining Co. now in existence say that they have made an effort to try and get a line on the Union Co., but failed to do so.

PORTO RICO

Subscriber, Woodstock.—What do you think of Porto Rico Railways as a speculative buy?

There is a difference of opinion as to whether Porto Rico Railway is to be regarded as a good purchase or hold at the present time or not. Some regard it as a good speculation. For some years now the company has been putting back large sums out of earnings into capital, and yet of late they have been earning 10 per cent. on the common. One very reliable house expressed the opinion that they think the common is now in line for dividends and that they would not be surprised to see some action taken this year. The big bulk of the company's earnings is now coming from power developments, the tramway earnings having fallen down very materially because of competition with jitneys.

HOWARD SMITH BONDS

Reader, Hastings — Would like your opinion of Howard Smith Paper seven per cent. bonds, due 1941. Do you consider them a safe investment?

Howard Smith Paper Mills refunding mortgage bonds may be regarded as a fair corporation investment. The company had a fair year in 1924 and prospects are now better in view of the improved business conditions throughout the country; we would assume that there would be no difficulty in earning interest charges by a fair margin.

WM. DAVIES A.

Subscriber, Woodstock. — Davies A. has been recommended to me as a speculation around 28. I would be pleased to receive any information you have on this and what you think of it as a buy.

William Davies shares are regarded as a good speculation, though the stock broke recently from a high of 32 to around 24 on the basis of some news which is said to have been circulated in regard to the position of the company. The future of the stock is wrapped up generally in the recovery of the packing industry of Canada. It has been felt for some time that the industry on the whole has definitely rounded the corner and that better things were to be anticipated in 1925. This optimism has been reflected in the market values generally of packing securities.

GLOBE INDEMNITY

Reader, Gilmour. — Will you kindly give me the standing of the Globe Indemnity Co., of Montreal, and advise if they are in any way connected with the Liverpool, London & Globe Insurance Co., of England.

The Globe Indemnity Company is a strong organization and safe to insure with. Of the $500,000 of stock outstanding $495,500 is owned by the Liverpool, London & Globe Insurance Company of Liverpool, England. There are nine shareholders each owning $500 of the capital stock.

WESTERN GROCER

S. M., Port Arthur.—Please let me know if the stock of Western Grocers is a good buy.

Western Grocer shares have advanced from 32 to 38 bid, 41 asked, recently. This refers to the 7 per cent. preferred on which dividends are not now being paid, but are cumulative. The company, like all other Western companies, has had a rather trying experience during the hard period in the West, but things are looking up. The stocks should be regarded as a business man's investment.

KEORA

Banker, Port Perry. — As I am the holder of considerable shares in Keora mining stock I would appreciate your opinion on the following: Would you advise me to hold or sell at the present price of 18 cents? Do you think there is prospect of this stock advancing?

Those closely associated with Keora mining shares predict that when the full news in regard to the new property which they have acquired, is made public there will be a material advance in the price of the shares. They state that they have around 3,000 oz. silver ore which can be quickly mined.

MEXICAN COMMON

Reader, St. Mary's.—I would like your advice in connection with five shares of Mexican common which I purchased several years ago at about $45. What are the prospects in connection with this utility? Will the common ever reach dividends? What is the market value of the common stock?

Shares of Mexican common are selling around $23 or $24 per share. Of late there has been a much better demand for this stock, which in the past has had a rather narrow market. Advices are that the company has been doing considerably better, but that it will take a considerable time to work itself out and, for this reason, dividends are considered to be some distance removed. The shares are regarded as a fair speculation for a hold.

McINTYRE-VIPOND

Reader, Delhi. — Would like information on McIntyre Porcupine as a speculative investment, also information on Vipond Consolidated, and if it is a fair question the relative merits of the two as a speculation.

Both McIntyre and Vipond are looked upon as mining speculations of merit, which should make the holders of such shares considerable profit over a period of one to three years. Of course, they are on a little different basis. McIntyre has been producing for some considerable time and is now paying a 20 per cent. dividend. The company has great plans for expansion and the indications are that during the next few years the company will very materially increase its earning power and dividends. In the meantime, they also own a 50 per cent. interest in the Blue Diamond Coal Company, in the West, which has a pretty fair market with the railways for its product and they also purchased a $1,000,000 property in the new Quebec gold field. Vipond, on the other hand, has just started producing and shapes up as a very rich little mine and in the end may work out to be a big mine. For this reason the chances of speculative profit are large in this but, of course, not quite so sure. The two stocks are regarded as about the best buy on the mining market.

IMPERIAL OIL

J. S., California. — Will you kindly give me information regarding Imperial Oil, new stock? What is its present value and what are its prospects? Would it be good to hold for a short while? I cannot see anything in the papers about it and it does not appear to be listed on the stock exchange.

The Imperial Oil Co., Ltd., owns the International Petroleum Co., and the Imperial Pipe Line Co., in addition to its distributing system and various refineries in Canada. The Standard Oil Co., owns a majority of the Imperial Oil Company's stock.

The stock which has recently been split four ways is now selling at 30 or better, representing a valuation of $120 to $130 for each share of the old stock which had a par value of $25 a share. The new stock has no par value. This old stock sold as high as 143 in 1920 and as low as 76 in the following year. In the past couple of years it has fluctuated between 90 and 130.

It need hardly be mentioned that the company is sound and well managed, but, as with practically all other big oil companies, the price of the stock fluctuates rather widely as a reflection of conditions affecting production and consumption for various petroleum products. As in the past, so in the future, the market quotations for this stock will no doubt continue to reflect the profits in the oil business. As regards consumption there can be little doubt, but that the use of petroleum products will continue to increase in the future as in the past, but as regards production it is very difficult to say. Every few years when there has been talk of an oil famine new fields have been brought in, the market has been flooded and products have been sold below their actual cost. On the other hand should the exhaustion of the existing fields continue without new fields of importance being discovered prices of gasoline and oils would no doubt advance and this would mean big profits for the oil companies with their immense stocks in storage.

Imperial Oil, therefore, should be regarded as a speculation rather than an investment, its future being uncertain in the same respect that the oil industry is uncertain.

McKINLEY- DARRAGH

Enquirer, Preston. — I recently purchased some shares of the McKinley-Darragh Silver Mines and shall be glad to have your opinion as to this purchase as an investment.

There have been rumors around for some days that there was going to be a movement in McKinley-Darragh. Judging from the stuff that is being published some one has been setting the stage for something of this nature. The company is in a fairly good financial position and they are getting considerable high grade, but their property has been regarded as being pretty nearly through.

BROMPTON PULP

A. M., Kingston.—I should like your opinion of Brompton Pulp & Paper. Do you consider the shares good holding at the present price, about $30?

Brompton has been one of the most disappointing stocks on the Canadian exchanges in the past three years. There has been a succession of such difficulties as upset sulphite markets, depressed business conditions and floods that prevented the company from earning expected profits, but on the whole it has mastered all difficulties successfully and should in time come in to its own as a profit maker on a large scale. On the whole we feel that Brompton is a good stock to hold. The annual statement will be out in a few days when more accurate judgments can be pronounced.

CAMAGUEY ELECTRIC CO.

R. H., St. John's.—Will you kindly let me have some information on Camaguey Electric Co.?

Camaguey Electric Co., S. A., was incorporated in December, 1922, in Cuba, to acquire the property of Camaguey Electric Co., Ltd., and Camaguey Tramway Co., Ltd., formerly owned by the Camaguey Co. It carries on the entire electric lighting and tramway business of the City of Camaguey. The electric light franchise is perpetual, the tramway operates under various franchises maturing 1968 to 1980. Capital stock is $2,000,000 common and $1,500,000 7 per cent. cumulative preferred, par value $100. All is owned by the American & Foreign Power Company, Inc. The funded debts consists of $1,500,000 first gold, 6½ Series A, dated October, 1922, due October, 1952, payable in Canadian gold coin at the Royal Bank of Canada, Montreal, with the option of the holder in gold coin of the United States at the Royal Bank of Canada, New York, or Havana, or in sterling of the Royal Bank of Canada, London, at the fixed rate of exchange $4.86 2/3 to the pound. The authorized issue is $2,000,000 and is subject to call on three months' notice at 107½ on accrued until 1932, 105, until 1942 102½ until maturity. The annual sinking fund of 1½ per cent. will commence this year for the redemption of bonds for re-investment in additional property. These bonds were first offered in December, 1922, at par and interest.

INVESTING $12,000

A. H., Ontario.—At present I hold the following: 143 shares Canadian General Electric, preferred; 35 Canada Cement, preferred; 25 Mackay, common; 25 Dominion Power and Trans.; five Steel of Canada, preferred. I also own $11,000 mortgage six per cent. and $12,000 cash. What is your advice as to the investing of the $12,000? Would you advise me buying more Dom. Power or Can. General Electric? Or would you advise selling some of what I have at the present high prices? I have three children, one ready for college. I wish, therefore, to get the best possible income from my investments compatible with safety, and to add to what I already possess.

Consideration of your position as regards investments and resources leads us to the conclusion that you would be well advised to invest the funds you have available partly in government or good municipal bonds and partly in good industrial or real estate bonds. The stocks you now hold are in good sound companies and both Dominion Power and Canadian General Electric are attractive, but in relation to your total funds and the investments you now have, we believe bonds as suggested will be preferable.

We believe you will do well to invest $3,000 to $4,000 in government or first class municipal issues and the balance in bonds which will increase the income to 6 per cent. or 6 ½ per cent. Any investment house dealing in reliable securities would be glad to make definite recommendations if you outlined your position and your requirements.

STERLING TRUSTS

In a reference to the affairs of the Sterling Trusts Corporation last week it was stated that one unlisted quotation for the stock was 70 offered without bids. It should have been made clear that 70 was being offered for the stock and that this was no indication of the market from the standpoint of holders of the shares. It is always difficult to secure a market value for a security that is not listed. Inquiries indicate that the market for Sterling Trusts may be anything from 80 to 110, much depending on whether it is a seller's or a buyer's proposition.

The company's report indicates that the company's affairs are in splendid shape and the outlook is that the next few years should see considerable improvement from the shareholders' standpoint.

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Current Opinion

EXPORT DUTY TO AID FARMER

Fort William Times-Journal: It is evident that the market for Canadian wheat would not be limited by the imposition of an export tax, but on the other hand, our hard grades would be protected. The farmer, therefore, would himself benefit from such a step, aside entirely from the advantages accruing to the coutry in having the work done here, and to the millers, in having the additional business.

FARM LAND VALUES

Canadian-occupied farm lands, as well as dwelling houses, barns, stables and other farm buildings, is recorded at the average value of $37 per acre for 1924.

The same value prevailed in 1923, according to the Dominion Bureau of Statistics, as compared with $40 in 1922 and 1921. By provinces the highest average value is in British Columbia, with $96 per acre for ordinary farm land, as contrasted with $100 for 1923.

A CONVENTION DISEASE

Brake Hustler, Iroquois Falls: It was at the pulp and paper convention in Montreal, where those in attendance put in long hours at business sessions, and didn't forget the social entertainment following.

A number of members had been discussing important matters and in the gathering were R. Houk, of the Meade Company, Dayton, Ohio; L. R. Wilson, managing director of the Abitibi Power and Paper Company; and R. A. McInnis, mill manager.

The work of the meeting was done and conversation lagged.

Says Bob McInnis to Bob Houk, "Say, Bob, did you ever find anything that was good for that tired feeling?"

Says Bob Houk to Bob McInnis, "No Mac, I never did, have you?"

Says L. R. Wilson to both Bobs, "Say, did either of you fellows ever think of trying a little sleep?"

WESTERN POLITICAL ISOLATION

Regina Leader: After three years of practical isolation, Western electors are beginning to ask if they are not paying too high a price for the political pharisaism which holds them aloof from Canadians in other parts of Canada. Achilles sulking in his tent slew no Trojans. The prairie provinces, abstaining from political communion with their fellow-countrymen in the other provinces, will remain for many years to come impotent to remove the obstacles which they believe are standing in the way of their progress. They are fomenting a sectional spirit that is far more ominous to these inland provinces than to the rest of Canada. They may stand apart from the government and its following in the House and thus bring about an early general election; but what if they do? They cannot hope to increase their own strength in the House. They can only make confusion worse confounded and postpone the return of strong, stable government to Canada.

CONSERVING RESOURCES

Victoria Colonist: The Grain Commission considers it may be necessary for Canada to impose an export tax on wheat in order to force the manufacture in Canada of flour from Canadian wheat. It thinks the adoption of such a measure would compel American milllers to establish themselves in Canada, thus insuring to Canadian grain growers not only the profits from the production of wheat but also the profits from converting the wheat into flour. That appears to be a very reasonable, a very timely and a very sane suggestion. We hardly expected such a recommendation from a commission appointed by the King Government, which professes to be a free trade government in principle, a principle members of the government invariably lament that they cannot absolutely carry out in practice.

There is a point or a moral or a deduction that may logically be drawn from the suggestion of the Grain Commission. If it would be a good and a profitable thing for Canadian wheat, one of the most valuable of Canadian natural products, to be manufactured in Canada, would it not be a good and a profitable thing for all Canadian natural products to be manufactured in Canada? Furthermore, wheat is a natural product that can never be exhausted. Our timber is a product that can be exhausted in a very short time—that is, in a very short time in the life of a nation.

TO PREVENT EXPLOITATION

Ottawa Journal:—Really, what Canada wants is to have her national policy brought a little up to date. Thirty, twenty, ten years ago it was enough to have protection for industries. What we require now is a policy that will safeguard our resources, that will prevent foreign exploitation of our pulp, our electrical power, our minerals. In other words, a policy that will put development of Canada as our very foremost consideration.

"HEDGING"—ITS WHYS AND WHEREFORES

The beneficial economic effects of the process of "hedging" are described by Emil Hofsoos in an interesting article in Forbes Magazine.

"Hedging," says the writer, "is the process of protecting one transaction by means of another. For example, a country elevator buys wheat at $1 per bushel from the farmer, and this $1 includes, let us say, a 3-cent profit for the elevator. To hedge, the elevator sells an equivalent amount of wheat futures. Then, when the cash wheat is sold, futures are bought, thus cancelling the previous futures transaction. Now, since one transaction is a sale and the other a purchase, no matter which way the market goes, the gain on one will be offset by a loss on the other. The original trading profit of 3 cents per bushel, which was included in the selling price, is thus protected against the fluctuations of the market. Without this protection, the original profit might have been wiped out entirely. Theoretically, therefore, the hedging process gives perfect insurance against loss.

"In brief, the beneficial economic effect of hedging is this, that by making it possible for grain dealers—elevators, millers, etc.—to avoid speculation, it at the same time makes it possible for them to operate on a smaller margin of profit. These smaller margins react to the benefit of the farmer by giving him a higher price for his grain, and to the benefit of the consumer by limiting the price he must pay for the finished product."

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News and Views of Bond Market

BOND MARKET NOT AFFECTED AS YET BY DEARER MONEY

Domestic Offerings Scarce but Market Developing for Foreign Issues

The interest of the Canadian bond market this week is in the probable effects of the changes in the money rates of the Federal Reserve system and of the Bank of England, upon the Canadian situation. The raising of the Federal Reserve rate from 3 to 3½ was followed by the change in the Bank of England rate, for a somewhat different reason, to prevent the loss of funds to the New York market. The results, however, are similar. While this change must eventually have its effect upon the price of Canadian bonds, so far there has been no tangible effect as evidenced by the continued demand for those Canadian offerings which recently went to the New York market.

Whether or not the rate change, and any further adjustment which may follow, will have any immediate appreciable tendency to work bonds to materially lower price levels, even in the markets directly concerned, depends on developments in business and industry. The rate adjustment is not indicative of any sudden change, nor does it infer any immediate diversion of funds into industry and trade. The industrial expansion in the United States has been gradual, and the markets have been discounting it for some time. Presumably the large resources of many firms have enabled them to carry on without recourse to borrowing. The rise in rates does not necessarily mean that more funds than are immediately available are required, and yet this is very probably the case. The business and industrial expansion has been along sound lines, for the most part, and it is considered highly probable by leading authorities that the general trend will be upward for some time. This assumed, it follows that business and manufacturing will tend to attract funds from the less remunerative form of bonds, reaction being felt upon the prices of the latter. Such a development both in the United States and in the United Kingdom cannot but react on the Canadian market.

Foreign Issues in Demand

The board is still quite bare of domestic issues, and demand for such is decidedly limited, at present levels, although the outlook two or three months ago was for a large volume of bond financing, especially during the early part of 1925. Meanwhile, considerable interest has developed in certain of the better foreign issues, a number of which are now being offered in this market. Demand is strong, despite the retarding effect of fluctuating exchange rates in some cases, and men of experience are convinced that there is possibility for considerable appreciation in some of the more substantial of these issues.

Municipal Bonds Show Improvement in Prices

NEW YORK.—An advance in market values and a sharp reduction in the volume of new issues were the features of the State and municipal bond market in February, says The Daily Bond Buyer. Heavy buying on the part of institutions commenced in January and continued in the early part of the last month. With dealers' shelves pretty well cleaned of bonds, new borrowing declined from about $115,000,000; the January total, to only $73,787,294. The average yield from high grade municipals, legal for Eastern savings' bank funds, is now close to 4 per cent. and dealers expect to see the market break through that level on the next advance. Municipal bonds are now selling at the highest prices they have commanded since early in 1917.

CANADIAN BONDS IN NEW YORK

An announcement of interest to the Canadian bond houses is the formation of the firm of Ernst & Co., with offices at 120 Broadway, New York, specializing in Canadian government bonds. Howard M. Ernst was formerly in charge of the bond department of Miller & Co. and is one of the outstanding authorities on Canadian bonds in New York. Associated with him will be Harry Simon and Morton Wahlgemuth, also formerly connected with Miller & Co.

February Bond Sales

Canadian bond sales in February amounted to $50,333,920, which compares with $44,943,771 for January. Of the total $4,525,920 was raised in Canada, and $45,808,000 in the United States. The record is as follows:

Municipal	$2,600,920
Corporation	1,175,000
Provincial	11,558,000
Railways	35,000,000
Total February	$50,333,920
Total, January	$44,943,771
Where Sold	
In Canada—	
Municipal	$2,600,920
Corporation	1,175,000
Provincial	750,000
	$4,525,920
In United States—	
Provincial	$10,808,000
Railways	35,000,000
	$45,808,000

MONTREAL TRAMS' $7,000,000 ISSUE A FORWARD STEP

Brings Tramway Group Even Nearer to Simplified Finances

From Our Own Correspondent

MONTREAL.—A syndicate composed of Aldred and Company, National City Company, Greenshields and Company, Hanson Brothers, Rene T. Leclerc, and Holt, Gundy and Company, are offering $7,000,000 of the newly created Montreal Tramways Company general mortgage issue. The bonds bear interest at the rate of 5 per cent. and, at the price of 88, at which they are offered, yield the investor 5.85 per cent. The bonds are secured by a general mortgage covering the entire property of the company and also other properties which may be acquired in the future. They mature on April 1, 1955.

The total authorized amount of the issue is $100,000,000, but for the present only $17,826,500 will be issued. This last amount is being used by the Tramways company to remove all of its perpetual debentures from the market and to replace them with the new bonds.

The new issue has one senior security—the first mortgage bonds, which are limited to an amount not exceeding $25,000,000 and of which $21,351,000 are issued. These bonds are due in 1941 and when these fall due the present issue will be a first charge on all the assets of the company.

Of the total present issue of $17,826,500, only $7,000,000 are being offered to the public, these representing the debentures held by Montreal Tramways and Power Company.

The sale of the present issue will enable Tram Power to redeem its outstanding short-term notes. It will be recalled that recently the Tramways and Power Company, who are a holding corporation only, called for redemption the $8,000,000 bond issue which it has outstanding. Because it is only a holding corporation, it became necessary to raise the capital to pay off the bonds and this $7,000,000 will be devoted to that purpose. It is now wondered what Tram Power will do with its 21,000 shares of Montreal Tramways stock which also secures the $8,000,000 bond issue.

This whole deal on the part of the Montreal Tramways group is a distinct advance in strengthening the financial structure of the company. The new control seems determined to place Tram Power and its subsidiaries on a firmer and less complex basis and this move is one of a series to better the position of the various companies involved and to enable them to adequately plan for their future financial requirements. Indeed it is possible that the holding company may eventually be wound up and a distribution of its assets made.

Drummond Apartments Are Fully Rented; 200 Tenants

From Our Own Correspondent

MONTREAL.—For the seven months ended December 31, 1924, combined operation of the "Drummond" and "Drummond Court" apartments owned by Drummond Investment Co., resulted in a gross revenue of approximately $207,542, less operating expenses and taxes of $76,002, leaving net earnings for $75,833. First Mortgage bond interest was paid during the period of $131,539, and excess of $55,706. Interest on general mortgage bonds absorbed $15,371, leaving a balance of $40,334. Most of this surplus has been used in improvements. Both apartment buildings are now fully rented to approximately two hundred tenants.

Dominion Textile Have Redeemed Bond Issue

From Our Own Correspondent.

MONTREAL.—On March 1 the Dominion Textile Company redeemed their bond issue of series A, C and D, without issuing refunding bonds.

The bonds redeemed totalled $1,767,250 and this transaction was made without appreciably weakening the working capital position of the company—so strong is its liquid position and so large is the investment account.

By the transaction the position of the holder of the common stock is considerably strengthened because of his increased equity. The total funded debt now stands at $5,172.00 and the preferred shares issued at $1,940,600, so that the redemption of these securities has a marked effect on the value of the common stock.

POST'S ARTICLE BASIS FOR ROBB NOTE TO AUDITOR

Starts Discussion of Methods of Present Public Finance

Following is Mr. Robb's note to Mr. Gonthier in reply to the letter's report as dealt with in THE FINANCIAL POST:

"I would like to call your attention to an article appearing on the front page of THE FINANCIAL POST, Toronto, of the 27th instant, evidently founded on your introduction to the report of the auditor-general, 1924. Prominently outstanding in the headlines of this article are two disturbing criticisms of my department.

"First, over $168,000,000 of past-due accounts carried without investigation into collectability. Of this amount $154,696,040.89 is attributable to the department of finance and forms the major part of the total $168,000,000 commented upon in your report, and in connection with which you expressed the purpose of having a careful examination made of the accounts involved to ascertain the degree of collectability of such amounts.

"So far as the finance department is concerned in this connection, it would appear to me that it would have been more fitting to have refrained from featuring in so prominent a manner in your report this $168,000,000 as being outstanding arrears, and by inference involving the finance department in being negligent in not looking after the interests of Canada, and intimating that this looseness would be a matter of careful examination on your part. If you had given a little thought to the services making up these arrears I cannot help but feel that you would have refrained from broadcasting to the public such misleading statements.

"One hundred and forty-six million dollars of the above amount is for outstanding interest on large amounts loaned to railways forming part of the Canadian National Railways system; such interest is not charged up in our accounts against the railways, as it is not expected to be paid until the railways may in the future be in a position to help out with their earnings. To have it otherwise would be washing one hand with the other, as it would mean voting that additional amount for the requirements of the railways.

$7,700,000 Due on Quebec Harbor

"There is a further amount of $7,700,000 due from the Quebec Harbor Commissioners, which was one of the matters I asked the audit board, of which you are the chairman, to investigate and report upon as to the chances of recovery. I received the report of the board in this connection stating that an examination of the accounts of the Quebec Harbor Commissioners has been made, and that it was not possible for the commission out of their revenues to meet these interest charges.

"The Three Rivers Harbor Commission and the Montreal Turnpike Trust are in arrears to the extent of $379,407.56. The Montreal Turnpike Trust has been for some considerable time practically out of commission; in like manner so has the Three Rivers Harbor, so far as the finance department is concerned.

"There is a remaining account, seed grain, Saskatchewan government, $191,118.53. This is a large account, and is subject to the terms of an agreement between the Dominion and the Saskatchewan governments in connection with seed grain advances to settlers. As repayments are made by the settlers to the Saskatchewan government, the Dominion is, according to agreement, relieved to that extent. Your tabulation of arrears shows this as a live account, and collections being made as per agreement. For instance, in 1922-23, you show $291,000-odd outstanding, and in 1923-24, $191,000-odd outstanding, so that some $100,000 must have been received by the department.

"In glancing over the account set out in your statement of arrears as controlled by the departments of the government, I especially notice, under national defense, an item of $638,908.45, being arrears due for aid given to civil power. This evidently refers to charges on municipalities, etc., calling for the aid of the militia in the matter of strikes. It may be that there are difficulties in the collection of such amounts, but I am convinced that it is not owing to negligence on the part of the department of national defense.

Other Old Accounts

"There is also an amount of $399,999-odd appearing under the same department on account of arrears owing by the Imperial government. My experience in handling Imperial government accounts has been that no trouble will be incurred, and I am persuaded that your services in this connection could not have been advantageously made use of.

"With most of the other accounts there appears to me, on the face of them, to be no need for alarm, as they seem to be active accounts and may be taken as owing at the time the public accounts of Canada were closed at the end of the year, but good, and likely recoverable.

"There are, I see, some few accounts, amounting in the total to a very small sum, that are probably not collectable, neither by the department concerned, nor could you, so far as I can see, render any assistance, as these are very old, outstanding, uncollectable accounts, and should not be included in the list of arrears due.

"Subtracting the amounts which I have dealt with from the total as set out in your report, without any modifying remarks, there will be found only a very small amount in comparison which is outstanding and not collectable.

"Second, another prominently featured headline reads as follows: 'No examination of securities carried on by (sic) finance department, the largest banking office in Canada.'

"This is a very damaging statement to be put out to the public, and, I believe, most uncalled for. The system of the handling of securities in the department of finance was closely examined a few years ago by one of the most outstanding accounting firms in Canada, Messrs. Edwards, Morgan & Co. of Toronto and other cities. At the conclusion of their audit and examination the present system of the department was adopted, and I feel confident that it cannot be challenged successfully. The department claim that they have the most up-to-date system for safeguarding the interests of the public in this connection.

"I do not mean to take the stand that the department would not welcome any further suggestions, which would be gladly judged on their merits, but, even though the department has a high standing both with our financial and other business institutions, such a criticism in one of our financial papers is rather distressing. I have no reason to have anything but the fullest confidence in the department of finance.

The Government System

"There is a further headline featured—'No Standard System of Accounting in Government Offices.' This was rather feared by the government, and was the main reason for establishing the board of audit, of which you are the chairman, and the first duty of the board, as called for by section 3 of the Board of Audit Act, was to 'inquire into and report upon the present system of audit as respects the public accounts of the various departments of the Dominion of Canada, and make such recommendations as may be deemed necessary or useful for the more effective control of the public revenue and expenditure.'

"It would appear to me that your first duty as chairman of that board would have been to have had such an inquiry made and a report thereon furnished, and not to have set out in your report your view that 'the effective control of public revenues and expenditures can only be effected gradually and after you, as auditor-general, are 'in a position to inquire into the system of accounting followed in the various departments.' This was the duty imposed by parliament upon the board of audit and not upon the auditor-general.

BOND MOVEMENTS OF THE WEEK

WEEK ENDING MARCH 3

BONDS	Int. Rate	Due Year	Yield	Range 1924 High	Range 1924 Low	Range 1925 High	Range 1925 Low	Latest Price Ask	Latest Price Bid	Latest Price High	Latest Price Low
Asbestos	5	1942	6.26	83½	75	95	80¼	86½	—	86½	—
Canada Bread	6	1941	5.70	102½	99	103¼	102	103½	103	103¼	—
Calgary Power	5	1940	6.30	86½	75½	87	87	87	—	87	—
Can. Cement	6	1929	5.42	103½	100	102¾	101	102½	102	102½	102
Cons. Rubber	6	1946	6.08	102¾	98¾	100	95	—	98½	99	98
Montreal Power	4½	1932	4.95	97½	95	97½	97	98	96¼	97	—
Montreal Trams	5	1941	5.26	95½	91	97	94¾	—	96½	97	—
Ogilvie (C)	6	1932	5.22	103¼	103	105	104	—	104	105	—
Penmans	5	1926	5.80	99¾	95	98½	98½	—	98½	98½	—
Quebec Rly	5	1939	5.96	92	80	91	89¾	91	90¼	90½	90
Rio Janeiro	5	1935	7.42	87	84	86	82	—	85	82	—
Sher.-Williams	6	1941	5.81	103	101	103½	101¼	—	102¾	102	—
Steel of Canada	6	1940	5.57	103¼	103	104½	104	—	104	104½	—
Wayagamack	6	1951	7.04	86	74	87¼	84¾	87½	—	87½	86½
War Loan	5	1925	3.80	100.95	100.15	101.15	100.70	101.10	101.00	100.90	—
Do.	5	1931	4.62	102.40	100.60	102.55	101.90	102.40	102.30	102.50	102.25
Do.	5	1937	4.57	103.85	102.20	104.25	103.80	104.30	104.20	104.25	103.90
Victory Loan	5½	1927	4.86	103.05	102.05	103.05	102.50	103.10	103.00	102.95	102.75
Do.	5½	1933	4.56	106.70	104.30	106.75	105.90	106.85	106.75	106.70	106.55
Do.	5½	1934	4.90	104.70	102.35	104.60	103.30	104.50	104.40	104.50	104.30
Do.	5½	1937	4.56	108.90	106.15	109.00	108.45	109.05	108.95	109.00	108.80
Do. Renewal	5½	1927	4.60	102.70	101.15	102.80	101.70	102.35	102.25	102.15	102.00
Do. "	5½	1932	4.89	103.90	102.10	104.00	103.10	103.95	103.85	103.75	103.65
Do. Refund	5	1928	4.66	100.85	99.40	101.35	100.85	101.15	101.05	101.25	100.95
Do. "	5	1943	4.81	102.85	99.00	102.25	101.20	102.25	102.15	102.15	102.05
Do. "	4½	1944	4.79	97.15	97.05	96.45	95.10	96.30	96.20	96.25	96.00

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Town of KENORA, Ont.
TENDERS FOR DEBENTURES

Sealed Tenders addressed to the undersigned and marked "Tenders for Debentures" will be received up to noon Monday, March 9th, 1925, for the purchase of the following debenture issues of the Town of Kenora:

By-law No. 864, $32,000. 5½%, 30-year, Sinking Fund Public School Debentures, dated October 1st, 1924, due October 1st, 1954.

By-law No. 872, $5,000. 5½%, 30-year, Sinking Fund Public School Debentures, dated December 1st, 1924, due December 1st, 1954.

The Municipality reserves the right to reject any or all tenders.

Full particulars will be supplied upon application.

F. J. HOOPER, Treasurer.

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YORK TOWNSHIP BUDGET

The estimated expenditures for the township of York for the coming year total $596,636, while credits are estimated to aggregate $152,300 leaving a debit balance of $446,336 which is subject to reduction by the Council. The largest item is roads and bridges, which calls for $189,150, while general municipal expense amounts to $182,194.

Municipal and Provincial Finance

VAST AMOUNTS OF MUNICIPAL DEBTS ARE IN ARREARS

Mortgage Association Reports on Year's Progress and New Legislation

The annual report of the Committee of municipal finance of the Dominion Mortgage and Investments' Association deals with the amendments which have been made to provincial municipal legislation, and with the progress which has been made by a number of municipal bodies which were unable to meet their obligations. It is stated that no new prolonged defaults were brought out, although some cases of temporary defaults were dealt with. It was impossible to obtain in time for the annual meeting, full statements from those municipalities which necessitated attention, but the amount involved was estimated at $12,000,000. Following are some of the actual cases dealt with:

Alberta

A permanent adjustment, without loss to the debenture holders, has been effected in the case of Tofield and steps are being taken to put this adjustment into effect. The debenture holders of Macleod will shortly be requested to approve of a recommendation of the board, permanently adjusting the financial difficulties of Macleod, with a loss of two per cent. in the interest rate and an extension of time. Relief previously extended in the cases of Bassano and Taber has expired and steps are being taken to prevent further default. Details have not as yet been worked out.

British Columbia

The city of Port Coquitlam, which has been in default since 1922, has paid its arrears up to 31 December, 1923. The municipal district of Saanich, although it had been its practice to do so in previous years, refused to pay coupons payable in New York, in American funds, claiming that payment should be made in Canadian funds only. The debentures call for payment "in lawful money of Canada," while the coupons make no mention of what kind of funds are to be used, whether American or Canadian. A number of issues by British Columbia municipalities are similarly worded and a serious condition would arise, should American exchange be above par.

Manitoba

The municipality of St. James, one of those adjacent to the city of Winnipeg, has been reported in default on December 1924 coupons, but advice has been received that provision for payment has now been made.

Quebec

In the case of the Verdun Protestant schools, payment of maturing debenture coupons was made only upon legal actions being commenced. The commission appointed by the legislature to enquire into the Protestant school difficulties in the island of Montreal has now made its report recommending the appointment of a central board to have supervision over all the Protestant school boards situated on the island of Montreal, with a view to centralizing financial control. No notice on the part of the government has yet come to our notice.

Saskatchewan

Agreements in the cases of Melville and North Battleford separate school district have been ratified by the legislature and steps have been taken to put these agreements into operation. As a result of the judgments obtained against the town and school districts of Battleford and at the suggestion of Premier Dunning, a conference was held between representatives of the town and school districts and the debenture holders at which tentative plans of adjustment were discussed. The majority of the debenture holders seem disposed to accept an adjustment along the lines discussed, although a heavy loss will have to be sustained, but no definite agreement has been arrived at. The town of Canora, which has been under the supervision of the Local Government Board for some time, has paid some of its arrears, including part of 1923 maturities. At the request of the debenture holders, the Local Government Board has made an order terminating its enquiry, in the case of Sutherland, on 30 June, 1925, and it is hoped that an agreement will be concluded before that date. No further action has been taken in Scott pending the outcome of the Battleford and Sutherland situations. The city of Swift Current has ordered the payment of the 1924 installment of interest in accordance with the terms of the agreement. In the case of Humboldt, the action of the debenture holders endeavoring to lay aside the order of the Local Government Board was dismissed by the Supreme Court of Canada, who ruled that no appeal lies against an order of the board. As the situation is a serious one and upon the advice of their solicitor, the debenture holders have instituted certiorari proceedings in the Saskatchewan Court of Appeal. Pending decision by the Court of Appeal, the order of the board is not operative and its terms are held in abeyance. The date of hearing for these certiorari proceedings has not been set yet.

As already stated in the previous paragraph, the Supreme Court of Canada, in the case of Humboldt, dismissed the appeal of the debenture holders and ruled that no appeal lies against an order of the board. As this ruling leaves the debenture holders at the mercy of and without any recourse against orders of the board, your committee instructed its solicitor to request the Saskatchewan government to amend the act in question so as to make it quite clear that an appeal lies against orders of the board.

A rural municipality situated in Saskatchewan has brought the attention of your committee to the fact that lands taken over by the Soldiers' Settlement Board and settled by returned soldiers are non-taxable in the hands of the board and for a period of time in the hands of the settlers. As these lands were at one time taxable and included in the security behind debenture issues, it would appear that their withdrawal from the tax-paying columns has impaired the security behind the debenture issues and made it difficult for the municipalities to meet their obligations, including debenture charges. Additional information has been asked for with a view to making representations if deemed advisable.

MUNICIPALITIES WANT BONDS BACK

Beck Is Holding Them to Cover the Money Spent on His Radial Scheme

ST. CATHARINES.—At a meeting of municipalities which were interested in the project of Sir Adam Beck to construct a hydro radial line between Toronto and Niagara Falls the following resolution was passed:

That this meeting of representatives of municipalities interested in the projected Hydro-Radial from Port Credit to St. Catharines is of the opinion that the Councils of the municipalities should take concerted action for the following purposes:

"1. To secure the return of debentures of the municipalities held by the Hydro-Electric Power Commission of Ontario deposited as collateral against deficits in operation of such radial line after construction.

"2. To place the burden of any expenditure or loss incurred in connection with construction of the said proposed radial line upon the Government of Ontario, by reason of the cancellation by the Drury Government of the authority of the Hydro-Electric Power Commission of Ontario to proceed with construction of the radial line having caused such loss being incurred.

"And, further, that the various Municipal Councils take action hereon as soon as possible, and forward copies of any resolutions passed to the City Clerk of St. Catharines, so that a conference may be arranged with the Premier."

The municipalities represented included: Hamilton and St. Catharines, Niagara Falls and Burlington, Halton County and the Townships of Barton and Clinton.

This vague radial policy of Sir Adam Beck was responsible for the appointment of the Sutherland Commission and the following investigation indicated that it was entirely unsound. However, the Hydro Power Commission still holds bonds of the municipalities. Without definite authority, supplies and rights of way were purchased which, with interest charges, totalled about $370,000 to the end of 1924. The Hydro holds that the municipalities interested should divide up that amount between them, paying proportionately before the bonds are returned.

The attitude of the municipalities is that as the road was not built and as there were no operating losses they should not be called upon to meet the expenditure referred to. The Hydro, it is contended, has no right or power to retain the bonds.

Alberta to Spend $680,000 on Railways This Year

CALGARY.—Various bills of a monetary nature now before the provincial house include an advance of $130,000 to the Alberta and Great Waterways Railway Company for the purpose of maintenance, upkeep and equipment of the railway during 1925; and providing $520,000 for new construction on the Lacombe and Northwestern Railway and $18,000 for maintenance and operation of the line during 1925.

Tenders and By-laws

TENDERS WANTED

March 9, Kenora—$37,000, 5½%, 3-yr. school debentures. F. J. Hooper, treasurer.

April 1, Bromley Twp., Ont.—$3,000, 5½%, 10 instalments, school bonds. H. Foley, treas., Douglas.

March 23, St. Lambert, Que.—$40,000, 5½% bonds maturing 1964. J. R. Beatty, Sec. Treas.

March 11, Abitibi County, Que.—$19,500, 5½ per cent. bonds. Amos A. Grenier, Sec.-Treasurer.

SASKATCHEWAN

Authorizations Granted by the Local Government Board from Feb. 7 to Feb. 21, 1925.

Denehurst S.D. No. 1070, $1,200; Clear Springs, S.D. No. 1578, $500; Porter S.D. No. 2416, $1,000; McPherson S.D. No. 618, $600; Celcilia, S.D. No. 371, $1,500; Limerick, S.D. No. 2686, $17,000; Ernfold R.T. Co., $1,350; Alingly S. D. No. 1929, $3,200; Creek Valley R.T. Co., $500; Star City R.T. Co., $500.

Debentures Reported Sold

Marcein R. T. Co. $1,225, 15 yrs., 6½%, Regina Brokerage and Invest Co.; Krydor E. T. Co., $8,000, 15 yrs., 6½% Regina Brokerage & Invest Co.; Greenwood R. T. Co., $750; 15 years, 6½ per cent. G. B. Greech, Loydminster, Sask.; Willow Heights R. T. Co., $225 5 years, 7 per cent., Duck Lake Sinking Funds.

BRITISH COLUMBIA

The following certificates have been issued by the municipal department of the Province of British Columbia upon the following dates:

Dec. 19, 1924—District of West Vancouver—Ferry money by-law, 1924, $50,000, twenty years, 5½ per cent. Jan. 2, 1925—Victoria: Extension securities by-law, 1924, $275,000, twenty years, five per cent. Jan. 13—Trail: Sewer extension local improvement debenture by-law, 1924, $8,000, twenty years, six per cent. Feb. 2—Point Grey: Local improvement loan consolidation by-law, 1924, $227,864, fifteen years, 5½ per cent. Feb. 25—North Vancouver: The school extraordinary loan by-law, 1925, $9,700, twenty years, 5½ per cent. Feb. 25—District of Burnaby: Burnaby school loan by-law, 1924, $66,000, twenty years, five per cent.

FEW ESTATES EVADE DUTY ON SUCCESSION

Less Than $5,000,000 of Succession Duty Free Bonds of Ontario Now Outstanding

In view of the efforts that have been made to show that large amounts of money are being lost to provincial governments through the succession duty free bonds, and in view of vague charges of juggling these bonds that have been made against estates, it is of interest to note the relative smallness of the amounts involved, and the small number of estates concerned. In answer to questions with regard to the amounts of these bonds outstanding now and when the Drury government came into office, the Ontario provincial treasurer stated that the amount was $12,002,600 when the Drury government came to power, and $4,534,000. He stated that the amount outstanding at present is $4,507,000. He further stated in answer to an enquiry, that the amount of revenue lost to the province during the last five fiscal years by virtue of such bonds forming part of the estates of deceased persons was:

1920	$195,621
1921	22,284
1922	449,578
1923	9,679
1924	27,157
	704,321

In reply to questions with regard to the estates which profited from being holders of these bonds, and the amount held by each, the following are those estates which held more than $100,000:

1920	W. H. Comstock	$511,610
	Joseph Seagram	924,098
1922	Robert McLaughlin	192,000
	M. H. Aikins	142,896
	Wm. Davies	807,000
	B. M. Britton	158,591
	Sir J. C. Eaton	1,562,623

TAX RATES 1925

Toronto	29.85	mills
Brockville	38	mills
New Toronto	40	mills
Peterborough	36	mills

This Week's Bond Sales

NORTH YORK BONDS

North York bonds, amounting in all to $210,514, were sold to Wood, Gundy, and Company at 104.29. The issue was comprised of five parcels; $115,880 30-year 5¼ per cent.; $9,210 30-year 5½ per cent.; $53,755 15-year 5½ per cent.; $19,462 15-year 5½ per cent.; $5,250 5-year 5½ per cent.; $6,957 15-year 5½ per cent. The list of tenders was as follows:

Wood, Gundy and Co.	104.29
Gairdner, Clarke and Co.	104.13
Dyment, Anderson and Co.	103.90
A. E. Ames and Co.	103.83
H. R. Bain and Co.	103.73

BARRIE BOND ISSUE

McCoo, Padmore & Co., were awarded an issue of $118,550 bonds of the City of Barrie. The bonds comprised four parcels, including $54,000 20-year 5 per cent.; $10,000 10-year, 5½ per cent.; $22,000 15-year 5½ per cent.; $32,050 15-year 5½ per cent. At the price paid the bonds cost the city 5.06 per cent. The list of tenders included the following:

McCoo, Padmore and Co.	101.302
Worthington, Savage and Co.	101.28
Dyment, Anderson and Co.	101.137
Cochran, Hay and Co.	101.11
Municipal Banker Corp.	101.05
Wood, Gundy and Co.	101.04
A. E. Ames and Co.	101.00
Fry, Mills, Spence and Co.	100.934
Macneill, Graham and Co.	100.871
McLeod, Young, Weir and Co.	100.792
Gairdner, Clarke and Co.	100.671
Bell, Gouinlock and Co.	100.47
Goss, Forgie and Co.	100.48
Matthews and Co.	100.61
McDonagh, Somers and Co.	100.34
McKay & McKay	99.80

NIAGARA FALLS BONDS

The City of Niagara Falls awarded $339,871 of debentures made up as follows—$270,954 5 per cent., 10-year, equal annual instalments; $49,073 5 per cent., 30-year equal annual instalments; $11,643 5 per cent., 20-year equal annual instalments; $8,200 5½ per cent., 20-year equal annual instalments—to McLeod, Young, Weir & Co., at a price of 99.23.

The following bids were also received:

Dyment, Anderson and Co.	99.141
Matthews and Company	98.983
McDonagh, Somers and Co.	98.90
Fry, Mills, Spence and Co.	98.89
Municipal Bankers Corp.	98.89
H. R. Bain and Company	98.849
Gairdner, Clarke and Co.	98.83
Murray and Company	98.79
Bell, Gouinlock and Co.	98.76
E. Ames and Co.	98.75
Wood, Gundy and Co.	98.64
Macneil, Graham and Co.	98.62
Harris, McKeen and Co.	98.52
C. H. Burgess and Co.	98.51
Goss, Forgie and Co.	98.39
Cochran, Hay and Co.	98.21

New Brunswick Issue

The province of New Brunswick $808,000 issue of 4¾ per cent. bonds were awarded to a New York syndicate composed of Kountz Brothers and Rutter & Co., who bid 99.42 for 10-year bonds, payable in New York and Canada. Alternative bids were called for 20-yr. bonds payable in Canada, and 10-year bonds payable in Canada and New York. The cost to the province was 4.82 per cent. Following is a list of bids on the two alternatives:

	Pay in Can. and N.Y.	Pay in Canada
Kountz Bros. and Rutter & Co.	99.42	.....
Kerr, Fleming & Co., Lee, Higginson & Co., and W. R. Congdon & Co.	99.25	.....
Fry, Mills, Spence & Co., Cochran, Hay & Co., Nesbitt, Thompson & Co., J. C. Macintosh & Co., and J. M. Robinson & Sons	99.01	98.83
McNeill, Graham & Co. and C. H. Burgess & Co.	99.00	98.73
Dom. Securities Corp.	98.876	98.01
Gairdner, Clarke & Co.	98.86	98.17
Wood Gundy & Co.	98.68	97.81
Dominion Bank	98.57	.....
A. E. Ames & Co.	98.58	97.98
Matthews & Co., R. A. Daly & Co., and Royal Securities Corp.	98.52	98.609
McLeod, Young, Weir & Co., Thomas, Armstrong & Bell and Equitable Trust Co.	98.27	97.68
Bell, Gouinlock & Co. and Mead & Co.	98.40	97.85
Doherty, Easson & Co.	.....	98.27
Dyment, Anderson & Co.	.....	97.43
G. A. Stimson & Co.	.....	98.45
G. A. Stimson, Blodgett & Co. and Paine, Wemmer & Co.	98.77	.....

MONTREAL.—The bids on the $45,000 bond issue of the town of Aylmer, P.Q., have not been published as yet. The issue was awarded to Dominion Securities Corporation.

WEEKLY RECORD OF GOVERNMENT AND MUNICIPAL BOND SALES.

Place	Date	Purpose	—Sold To—	Rate	Maturity	Amount	Price	Yield
			MUNICIPAL					
Barrie	Mar.	Improv.	McCoo Padmore & Co.	5 & 5½%,	10, 15 & 20 yrs.	$118,550	101.30	—
North York Twp.	Mar.	....	Wood, Gundy & Co.	5½%,	5, 15 & 30 yrs.	210,514	104.29	—
Sask. Telephones, etc.	Feb.	....	Various	6½ & 7%,	5 & 15 yrs.	10,200	......	—
Matane, Que.	Feb.	....	Credit Anglo-Francais	5%	25-yr.	138,900	96.45	5.37
Burnaby District	Feb.	16 School	Pemberton & Son	5%	20-yr.	66,000	96.36	5.36
Glamorgan Twp.	Feb.	....	Privately	6%	10-ins.	2,200	100	—
Niagara Falls	Mar.	....	McLeod, Young, Weir & Co.	5 & 5½%	1920, 30 ins.	340,000	99.23	—
Aylmer, Que.	———		Dominion Securities Corp.	5½%	1944	45,000	.....	—
			CORPORATION					
Montreal Tramways	Mar. 4	....	Aldred & Co., and Syndicate	5%	30-year	7,000,000	88	5.85
			PROVINCIAL					
New Brunswick	Feb. 26	....	Kountz Bros., and Rutter & Co.	4¾%	10-yr.	808,000	99.42	4.82

We deal in—

United Securities 6% Preferred Shares.
C.P.R. 4½'s ——— 1944
Bell Telephone 5's ——— 1955
Belgo Paper 6's ——— 1943
Belgo Paper 7% Preferred Shares.
Quebec Power 6's ——— 1953
Quebec Railway 5's ——— 1939
St. Maurice Power 6½'s ——— 1953
Wayagamack 6's ——— 1951
Montreal Tram-Power 6's ——— 1929
Montreal Public Service 5's ——— 1942
Windsor Hotel 6½'s ——— 1943
Laurentide Power 5½'s 1946
Cedar Rapids 5's ——— 1953
Montreal Tramways 5's ——— 1941

Also Bonds of Provinces and the larger Canadian Cities

RENE-T. LECLERC
Incorporated
Montreal:- 160, St. James St.
Quebec:- 74, St. Peter St.
(ESTABLISHED 1901)
E173

National Cement Company
7% First Mortgage Bonds

Denominations:
$100, $500, $1,000

Coupons:
May 1 and November 1

Principal and interest payable in Canadian or American Funds at the option of the Holder.

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SAFETY and
PROFIT

For information apply to
CREDIT-CANADA
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Investment Bankers
Established in 1910
120, St. James St., Montreal

MURRAY & COMPANY
Specializing in
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and
Corporation
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CONTINENTAL LIFE BUILDING
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The safe investment of your funds is our chief concern.

H. R. BAIN & Co. LTD.
Government & Municipal Bonds
371 Bay St. - Toronto

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BONDS-INSURANCE-ESTATES
APPRAISALS & FARM LANDS
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(Members Montreal Stock Exchange)
No Account too small to receive our careful attention.
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HAMILTON LONDON

The Independent Order of Foresters
Organized 1874
TOTAL BENEFITS
Paid to Members and their Beneficiaries
$81,000,000.00
Policies Issued from $1,000 to $5,000
G. E. BAILEY, Secretary
W. H. HUNTER, President
G. R. COTTRELLE, Treasurer

1870 FIFTY-FIVE YEARS YOUNG 1925

A life insurance company that is successful grows more vigorous year by year. "Advancing Age" in such an organization presupposes increasing strength, enterprise and activity. In that sense the Mutual of Canada will be literally fifty-five years young on March first next. It was on that date in the year 1870 that the office was opened. The dividends from year to year have surpassed expectation. The payment of these profits has been made possible by careful selection of risks, sound and remunerative investments, favorable mortality and economy in management. The Mutual is better prepared to-day than ever before to give its members maximum protection at minimum cost. The past year has proved a year of magnificent results.

BE A MUTUALIST
and share in the wonderful prosperity of this unique Canadian company.
The Mutual Life Assurance Company of Canada, Waterloo, Ontario.

Splendid Opportunity for
LIFE INSURANCE SALESMEN
with organizing ability. Preferably 30 to 40 years of age. To appoint and assist resident agents. Salary, travelling expenses, and commission. Full particulars as to qualifications and references requested with applications.
THE MONARCH LIFE ASSURANCE CO.
M. B. Farr, Superintendent Eastern Agencies,
602 Temple Building, Toronto.

An Actual Result
In 1904—20 Year Endowment Policy 21273 was issued for $5000.
In 1924, the Policyholder draws $7450 Cash—being $2580 more than he paid in premiums, besides having had protection for twenty years.
He had the option of taking $4795 in Cash and a paid-up policy for $5000.
Protection with Profit
The Great-West Life Assurance Company
Head Office – Winnipeg
4

SUN LIFE ASSURANCE COMPANY OF CANADA
STRONGER THAN EVER
Assets - $270,000,000
WORLD WIDE IN OPERATION
23 DIVISION OFFICES IN CANADA
HEAD OFFICE : MONTREAL

Toronto Stockbroker Calls Out-of-town Customers Every Day

"Practically all of our out-of-town business is done over the long distance telephone. We have a long list of names that we telephone market information to every day. Our clients know they can call us at our expense at any time. Many of our clients have never seen our office and yet we have a valuable personal connection that has been built up simply and solely by our telephone. Our business would be disorganized without it."

Each new subscriber adds to the value of YOUR telephone.

FRANK KENNEDY,
Manager.
The Bell Telephone Company of Canada

Insurance for Buyer and Seller

REMOVE DANGER SPOTS AS AID TO FIRE PREVENTION

Modern Fire Dept. Must Not be Simply Water Throwing Force

The movement to reduce fire loss in the large cities is gaining momentum. The National Fire Protection Association of the United States and the Chamber of Commerce of the United States recently worked out a new plan and have men in the field now perfecting the organization. It involved organization of every municipality with the assistance of the Chamber of Commerce, Association of Credit Men, Safety Council, Institute of Architects and other local organizations, whose national associations have pledged co-operation, a fire prevention committee which shall make a survey of fire hazard conditions and apply the now well known methods of improving them. Franklin H. Wentworth, Boston, secretary National Fire Protection Association outlines the proper methods and ideals for proper fire prevention. He says:

"The local municipal organization should, if it is to function effectively, make the fire commissioner or fire chief the central factor or instrument of service. If the co-operation and enthusiasm of this officer, who is paid by the people to do this very thing, are not aroused, the committee's action will be sporadic and its influence short-lived. Where the fire commissioner or fire chief has the imagination to see the power that will be given him through a non-political committee or cabinet composed of men and women picked from the most influential organizations of the city, the accomplishment of local fire safety may be only a matter of time. The fire department officer will then have about him a group which can promptly create outside of politics a public sentiment in support of his projects for the elimination of fire hazards.

"The day of the fire department whose sole function is water-throwing is already past. Modern fire departments, although adequately prepared for fire extinguishment, must also be capable inspection agencies. Their officers must be informed on the subjects of fire barriers and retardments, the chemistry of fire, the action of draughts, the effect of humidity and many other partly technical and engineering topics, a knowledge of which is essential to their intelligent and effective service.

"Many fire departments in the past, even where not rendered ineffective by political influences, have been inadequate largely because the public has not demanded an intelligent service of them. The people being now more completely alive to the economic significance of the fire waste the fire departments are receiving more critical attention, and a higher grade of intelligence and efficiency on the part of officers and men is expected.

"There is no longer any reasonable excuse short of an earthquake for the occurrence of large or sweeping fires; their contributing causes are too well known. It is the responsibility of the modern fire chief to know where the dark spots are in the high value or congested portion of his city and get them eliminated. If automatic sprinklers, or fire walls, or doors, or windows are needed to prevent a sweeping fire getting under way he should know where they are required and see that they are installed. A large fire is proof either of incompetency in inspection service or of timidity in securing fire protection.

"Timidity springs from the fact that the fire chief's job is at bottom political and a big and influential property owner can bully him into inaction. In every city there are buildings which are a menace to the community in which the owners will not instal adequate fire protection. Buildings of this sort endanger the city day and night and impose a higher insurance rate upon the property of all their neighbors.

"It is a long, discouraging and often fruitless quest for city officials to attempt to apply legal measures to the correction of fire defects in these old buildings. Yet if the conflagration hazards of our cities are to be eliminated the menace of these fire traps must be removed. In solving this problem the new plan of an influential local fire prevention committee is calculated to serve. Surrounded by a group of leading citizens the fire chief will be more courageous. He will not have to make the fight alone. He can place the fire hazard map before the committee and indicate the black spot through which half the city may be swept by the right kind of a fire on the right kind of a night. The committee itself can then tactfully approach the owner of the black spot and point out to him his civic obligation, and if he cannot see it at first can create sufficient public opinion to clarify his vision.

Reduced Losses in West With Better Farm Prices

The 29th annual report of the Wawanesa Mutual Insurance Company shows an increase in the cash assets of the company of approximately $80,000. The company paid $550,408.32 in losses during the year, almost $140,000 more than had ever been paid out in any previous year. The total amount at risk was $130,222,837.

A very marked decrease in losses has resulted from the improvement in farming conditions and the company has, since the new year, increased the amount in deposit with the provincial governments so that it exceeds $130,000 more than sufficient to reinsure all cash business.

The retiring directors were re-elected and the management congratulated on the excellent showing made in the worst year for losses the company had experienced.

LICENSES ENLARGED

The Federal Insurance Dept. has licensed Caledonian Insurance Co. to write tornado insurance and Caledonian-American to write sprinkler leakage, tornado and gas explosion risks.

FIRE LOSS WAS LOWER

Ontario fire losses on January, the fire marshal reports, totalled $1,434,111 from 837 fires. The year previous was 893 fires, $1,599,110 loss. A very small proportion was uncovered, the insurance loss being $1,200,834 and $1,365,533 respectively.

Will Not Solicit Prospects Who Discard Other Policies

HARTFORD. — To allay any doubt which may have arisen as to the Aetna Life Insurance Company's meaning when it announced last September that it would not permit its representatives to solicit a prospect who proposed to discard insurance in other companies, Vice-president Kendrick A. Luther has addressed a letter to all general agents wherein he requests additional agency co-operation in this respect, and adds that "we do not want to build on the ruins of another man's structure."

MANUFACTURERS' APPPOINTMENTS

A number of changes and promotions in the Canadian field staff of the Manufacturers' Life Insurance Co. have been announced recently. Among them are the following: D. E. Grant, formerly manager of the company's Ottawa agency, has been appointed manager at Toronto. Mr. Grant has been connected with the company over 16 years, first as a part-time representative at Carleton Place. P. A. Holmes, who has been attached to the Ottawa office for several years, has been appointed acting manager there. Mr. Holmes started as a junior in the Montreal office 19 years ago, became assistant cashier there, and was transferred to Ottawa as cashier, before engaging in field work. He has been a member of the Hundred Thousand Club for six years. E. L. Sackville has been appointed district manager at Peterboro.

L. M. FINGARD RESIGNS

L. M. Fingard, manager of the Merchants' Casualty Co., has resigned to take up other work. Mr. Fingard has been manager of the company since its inception and during the whole period of its growth to its present position. Mr. Fingard carries with him in his retirement from the company the best wishes of the directors for his success and prosperity in his new field of activity.

Simpson Policies Are Issued on Term Plan

Much interest has been shown in the announcement of the Robert Simpson Company that it had arranged with the Canada Life Assurance Company and the Sun Life Assurance Company to insure members of its Home Lovers' Club under a group plan. The arrangement is regarded as a carefully worked out experiment to attract purchasers to the company's products, and to protect the dependents of members of the Club against the defeat of their objects financially through the early death of the one on whom the responsibility of securing the money to meet payments on the purchases made. At the same time it enhances the credit risk from the merchandising company's statement. It is understood that the insurance companies concerned will watch carefully the working out of the plan for a year or so, by which time the success of the arrangement can be judged.

The insurance is issued on the term plan without a medical examination of the insured, instead of the group plan used by companies insuring employees, and matures at the end of the year. Hence the policy is not convertible in the same manner as a group policy but it can be renewed at the end of the year if the account on which it is based still amounts to $100 or more. The great majority of those selected for the insurance will be within the age limit of 60 years, but some doubt still exists as to whether the holder of an account who is not eligible can transfer it to another member of the family in order to secure the insurance.

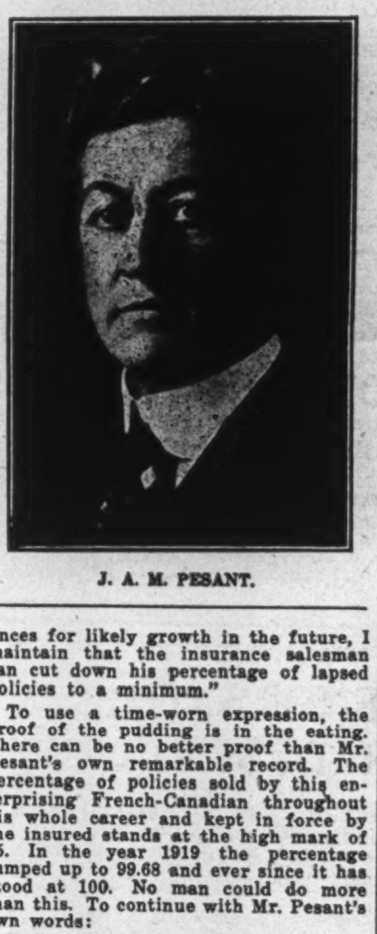
STANSTEAD AND SHERBROOKE MUTUAL

Stanstad and Sherbrooke Mutual Fire Insurance Co., had an income in 1924 of $302,817, with expenditure $264,053, with $9,329 in dividends paid to be added. Assets were increased $32,874 to $502,364 and this exceeds liabilities by $358,017. Fire losses during the year totalled $104,672.

When Pesant Sells an Insurance Policy it Usually Stays Sold

Less Than One Per Cent. of His Policies Lapse Because He Chooses His Prospects Carefully and Sells Them the Policy They Need

By ERNEST A. MOORE.



J. A. M. PESANT.

J. A. M. Pesant, Montreal salesman for the Sun Life, stands at or near the top of the ladder in respect of keeping his policyholders sold. In his selling career of twelve years' duration, less than five per cent. of his policies have lapsed. For several years the percentage of lapsed policies was less than one per cent. and during the past five years not one of his policyholders has been taken off his company's books.

This is a record to be proud of. It is also one worth looking into. Stories have been written about salesmen successful in point of quantity of production, but as yet little has been said of those who bat highest in point of quality of production. Yet after all that is something just as important in life insurance.

The Bug-bear of Lapses

Every insurance salesman dreads the lapsing of any of his policies. It is his bug-bear. Just as the merchant has his "returned goods evil," the broker his cancelled orders and the writer his returned stories; so has the life insurance salesman the ever-present fear of policy-lapsing. To cut down one's percentage of lost policies to a minimum is good work, but absolutely to wipe out any losses this way for five consecutive years is indeed a real achievement.

How did Mr. Pesant accomplish this? To use his own words: "Since I first began to sell life insurance twelve years ago my greatest endeavor has been to insure only the best men, and by best I mean soundest, strongest and truest financially. For I soon realized that to sell a man life insurance was one thing and to have him hold it after the first few years was quite another thing. At first, I was quite proud of myself every time I sold a policy, but sometimes my pride was turned to sorrow mixed with anger when I learned that so-and-so whom I had insured the previous year had cancelled his policy for one reason or another. Naturally I lost my sale. My feelings were intensified when I realized I had lost more than my sale—my commission. A few such experiences of this cured me of trying to sell insurance to anybody and everybody, succeeding in many cases only to have the policies lapse; whereupon I made up my mind to go after only those persons whom I was reasonably sure of in a financial way.

Study Each Prospect

"Accordingly I turned my footsteps and my efforts towards prospects only after I had made a thorough investigation of their ability to not merely pay the first premium, but to carry on with their insurance to the very end. Of course, life is so uncertain none of us can tell when the hand of fate may grasp us roughly by the shoulder and take from us our financial securities. Nevertheless by studying each prospect's financial capacity, making allowances for likely growth in the future, I maintain that the insurance salesman can cut down his percentage of lapsed policies to a minimum."

To use a time-worn expression, the proof of the pudding is in the eating. There can be no better proof than Mr. Pesant's own remarkable record. The percentage of policies sold by this enterprising French-Canadian throughout his whole career and kept in force by the insured stands at the high mark of 95. In the year 1919 the percentage jumped up to 99.68 and ever since it has stood at 100. No man could do more than this. To continue with Mr. Pesant's own words:

"I joined the Sun Life away back in February, 1896, and spent sixteen years in the office, the greater part of the time as cashier. In this way I learned volumes concerning the inside workings of an insurance company. For the past twelve years I have been learning the outside workings of an insurance company. And so I think I can safely say that now I know the insurance business inside and out. Unfortunately, after so long indoors my health broke down. This has not prevented me from selling as much as I would have liked to, and the realizing of my limited working power only made me more firm in my resolve that what I was able to do I would do well. Hence my desire to show the smallest possible loss in lapses."

Mr. Pesant has other claims to distinction among Canada's life insurance salesmen and not to mention these would be passing by at least two factors which every salesman admits largely enters into the make-up of a successful producer. One of these is the ability to get immediate settlement for a newly-sold policy and the other is the ability to keep one's average policy amount respectably high. Pesant can legitimately qualify as a past-master in both these arts; for his average policy on any year's production stands at $5,000 and the percentage of policies on which he secures immediate and total cash settlement for the first premium is the enviable one of 85 per cent.

By picking his prospects from among professional men, business men and their wives, Pesant has been able to maintain his high standard of policy and his high proportion of immediate settlement. Most of his policies are of the

(Continued on page 15)

TRAVELERS' NEW CASUALTY MANAGER

Robert Fullerton, for the last five years executive assistant manager of the casualty department of the Travelers' Company for the province of Ontario, has been promoted to the position of manager.

R. G. Atkinson, formerly assistant manager of the western territory has been appointed to the position of executive assistant manager filling Mr. Fullerton's place.

Ewart R. Mills, who has been casualty manager of the western territory, has been promoted to the Newark office, the fourth largest branch of the company, where he will be in charge of production.

The Record of Fire Losses in Canada

Place	Property	Date	Loss	Insurance	Cause
New Brunswick					
Moncton	Grand Theatre building	Feb. 20	$50,000	20,000	cigarettes
St. John	Hygienic Bakery Shop	Feb. 20	45,000	partial	unknown
St. John	Arthur Ryan Block—offices	Feb. 19	6,000	......	unknown
Quebec					
Montreal	National Mint Co., bldg.	Feb. 19	$10,000	.....	......
Montreal	Battery & Elec. Service Co., bldg.	Feb. 16	50,000	covered	short cir.
Montreal	Dominion Hat & Cap Co., factory	Feb. 15	1,000	......	unknown
Cartierville	W. A. Tolhurst, barn & contents	Feb. 15	6,000	.....	......
Montreal	St. James Cathedral bldg.	Mar. 2	10,000	....	pipe
Ontario					
Princeton	F. Brittain, residence	Feb. 17	6,000	partial	chimney
Thessalon	E. Ansley, residence	Feb. 19	heavy	none	......
Galt	S. Davidson, residence	Feb. 13	1,200	......	candle
Dryden	Masonic Temple bldg.	Feb. 13	10,000	covered	......
Sault Ste. Marie	Lyons bldg.	Feb. 24	10,000	33,000	......
Pembroke	Copeland House hotel	Feb. 20	6,000	covered	......
Norwood	C. McNulty, barn	Feb. 19	heavy	partial	unknown
Toronto	Savoy Candy Co., factory	Feb. 17	1,400	......	pipe
Long Branch	F. Moth, residence	Feb. 27	4,500	partial	pipe
Finch	A. McDougall, store and residence	Feb. 23	16,000	partial	pipe
Kitchener	J. Mulligan, barn & contents	Feb. 17	4,000	......	unknown
Pembroke	S. J. Webb, bakery	Feb. 14	3,201	60,000	......
Port Hope	H. Peters, barn	Feb. 23	7,000	......	unknown
Windsor	Heintzman Piano Company bldgs. E. Wolf Accessory Warehouse	Feb. 28	100,000	......	......
Windsor	J. A. Nash Jewelry store	Feb. 28	5,000	......	unknown
Manitoba					
Winnipeg	Penn. Oil Company, warehouse	Feb. 17	50,000	......	......
Saskatchewan					
Marsden	A. Proctor, shed, 4 cars & cafe	Feb. 13	10,000	6,000	unknown
Moose Jaw	"Estevan Mercury" plant	Feb. 25	10,000	......	......
Alberta					
Calgary	Aull Block office bldgs.	Feb. 16	heavy	partial	......
Warwick	J. Forbes, residence	Feb. 25	50,000	......	......

THE
CANADA NATIONAL FIRE INSURANCE COMPANY
HEAD OFFICE: WINNIPEG, CANADA
TOTAL ASSETS $2,928,337.62
TORONTO, 24 Adelaide St. W.
W. H. George, Superintendent of Agencies

If your Building burns—will your rental stop?

Houses and office-buildings may be insured against fire and other damage, but—what about loss of rentals should a fire occur!

The Western Assurance Company issues policies which fully protect property-owners from losses of this kind.

For seventy-three years every just claim paid promptly on presentation.

The
Western Assurance Company of Toronto
Established 1851

THE
Western Empire
Life Assurance Company
HEAD OFFICE
701 Somerset Building
Winnipeg, Man.
Branch Offices:
SASKATOON EDMONTON
CALGARY VANCOUVER

THE PROVIDENT ASSURANCE CO.
189 ST. JAMES STREET,
MONTREAL
Tel.: Main 4310, 4311, 4312, 4313
INSURANCE:
FIRE, AUTOMOBILE, LIABILITY, LIFE, ACCIDENT, SICKNESS, PLATE GLASS, BURGLARY, GUARANTEE, SURETY
Incorporated 1905

Satisfactory Service Guaranteed
PRUDENTIAL TRUST COMPANY
LIMITED
Trustees, Executors, Administrators, Real Estate and Insurance, Safety Deposit Vaults.
J. P. STEADMAN,
Chairman of the Board
B. HAL. BROWN,
President and General Manager
HEAD OFFICE
PRUDENTIAL TRUST BLDG.,
Montreal
TORONTO OFFICE
Reford Bldg., 217 Bay St.
Branches throughout Canada and in London, Eng.

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is January were lowest of any corresponding month since 1900.

During the 10 months ending January the total arrivals from the British Isles were 49,363; from the United States 13,721, and from all other countries 39,493. This last mentioned immigration is keeping up much better than the rest. The number of Canadians returning from the United States is dwindling very rapidly, the number in January having been only 1,713. It is well known that there has always been a certain flow of people across the border. At the same time it is doubtful whether the number returning from the United States is much larger than the number being smuggled across the line. The U. S. Labor Department's December figures show that slightly over 11,000 Canadians entered the Union, the total for the year being 158,849.

FARMERS STILL HOLD 25,000,000 BUS. OF WHEAT ON PRAIRIES

(Continued from page 1)

was delayed by wet weather and less than the usual amount of fall cultivation was done, so that there is less than the usual percentage of well cultivated land ready for seeding.

Under these circumstances it would seem the part of wisdom to get wheat in only on well cultivated land and as early as the season will permit, and then cultivate the other land and sow coarse grains for which the outlook for a continued good market is excellent. The only drawback is that many farmers have seed wheat, probably not the best seed wheat, but quite usable, while seed of coarse grains, more especially barley and oats, is dear and somewhat scarce.

WINNIPEG.—The wheat pool will make members an interim payment of 35c. a bushel involving $25,000,000 to $30,000,000. It will be a flat price on all grades. Shippers of low grade wheat have been comparatively overpaid in comparison with the shippers of better grades and the latter will have to wait until the final payment, when the whole crop is disposed of, which will likely be about the time of the next harvest, for their excess over those who sold the lower grades.

Just how the distribution by the pool will stimulate business in the country is a matter of speculation just now. Coming so close to the resumption of spring operations it is not likely to result in immediately increasing purchases except of farm implements and supplies. A great deal of this money is already earmarked for payments on debts, for the pool farmer who up to date has received only on the basis of one dollar a bushel for his wheat, (No. 1 N.) out of which he has had to pay elevator and freight charges, has had no great surplus as yet to pay out. Wholesale houses in the cities have been receiving assurances from country retailers who are on their books for heavy amounts that as soon as the wheat pool payment is made they expect to collect large sums from farmers and make remittances. In other cases the effect of the payment will be to enable a farmer to finance summer operations instead of borrowing, so the demand on the banks for credit will be considerably lightened.

Alberta Farmers Impatient

Calgary, Alberta, wheat pool members are becoming impatient regarding an interim payment. They have received 78 cents a bushel. Officially it is stated that a payment will be made "shortly."

There is naturally much speculation as to what the pool farmers will receive when the final settlement is effected some time between now and next harvest. Non-pool farmers who sold their wheat at the recent peak prices of $2.15 and $2.20 made a great killing and this is a cause of disquietude among many of the farmers in the pool.

In the meantime the immediate growing demand is that an interim payment be made without delay. Many pool farmers are in desperate straits and are in great need of money to finance their forthcoming spring operations.

recently passed into the control of the B. F. Goodrich Co. and will soon be known as the Canadian Goodrich Co.

The profits for the year were such as to permit of paying mortgage interest and income bond interest, and the allocation of $88,000 to the depreciation reserve. The president, A. J. Nesbitt, who is likely to retire shortly in favor of B. G. Work, president of the American Goodrich Co., states in his report:

"As mentioned in the annual report for 1923, the entire severance from Ames Holden McCready, Limited, imposed the necessity of selling our rubber footwear direct to the trade in Canada. Results exceeded our expectations. Your company now markets its own tires and rubber footwear and manufactures to about an equal amount tires on behalf of the B. F. Goodrich Co.

"At the end of the year bank loans had been paid off and your company had on hand a substantial cash balance. Net working capital stands at $360,028.18, as compared with $258,907.37 as at December 31, 1923.

The profit and loss figures for 1923 and 1924 compare as follows:

	1924	1923
Profits	$180,996	$103,102
Deprec.	88,000	51,664
Balance	$ 92,996	$ 51,438
Bond interest	17,500	17,500
Balance	$ 75,496	$ 33,938
Inc. bd. int.	73,402	73,402
Balance	$ 2,094	$x39,464
Prev. bal.	x13,548	......
Balance	x$111,453	$ 39,464
Reorg. surp.	......	25,916
Deficit	$ 11,453	$ 13,548

xDebit.

The working capital position of the company for the two years compares as follow:

	1924	1923
Curr. assets	$495,305	$439,004
Curr. liabs.	135,277	180,097
Work. cap.	$360,028	$258,907

EASTERN TRUST SETS UP SPECIAL RESERVE

Profits and Assets Both Showed Increase During the Year 1924

From Our Own Correspondent.

MONTREAL. — Profits of Eastern Trust Co. showed increase during 1924 as did the company's assets. The statement for the twelve months to December 31, 1924, indicated net profits of $140,068, as compared with $124,968 in the previous year, which, after allowing for payment of taxes and other charges, was equal to 10.9 per cent. on the paid-up capital of the company, and compares with 9.2 per cent. in 1923.

Profit and loss accounts for the past three years compare as follows

	1924	1923	1922
xProfits	$140,068	$124,968	$130,331
Dividends	100,000	100,000	100,000
Balance	$ 40,068	$ 24,968	$30,331
Fees	12,750	12,750	11,250
Balance	$ 27,318	$ 12,218	$ 19,081
Taxes	†16,764	14,954	†17,975
Balance	$ 10,554	z$ 2,736	$ 1,107
††Written off	698	4,383	7,709
Balance	$ 9,856	z$ 7,119	z$ 6,603
Prev. balance	10,712	17,831	24,436
P. and L. balance	$ 20,568	$ 10,712	$ 17,833

xAfter deducting charges of management and all other expenses.
†Including subscription of $2,000.
†Including subscription of $1,000.
††Furniture, etc.
zDeficit.

The report of the directors indicates a revision of the valuation of the company's assets. It is stated that: "Owing to the definite fall in real estate values, the liens for uncollected taxes in this city, and the fact that a large proportion of the company's capital is invested in mortgages, the board decided that a complete revaluation of all assets ought to be made. The securities of the company have undergone careful scrutiny and as a result the board decided to make provision to meet the reduction in value.

"It will be seen from the balance sheet that the company has of its own capital invested in mortgage $351,466 and its general mortgage investments for trusts amount to $5,820,518. Taking into consideration these amounts, it is not surprising that the company suffered some diminution in the value of its assets. So far, it has only been necessary to resort to a few foreclosures."

In addition it has been decided to set up a reserve of $200,000 in connection with advances to the Inverness Railway and Coal Co.

Estates, trusts and agency accounts showed an increase during the year from $32,293,913 to $34,005,196 and funds for investment on guaranteed accounts from $1,493,629 to $1,734,505. The company holds trusteeships of bonds issued to the amount of $38,750,000.

Balance	x$68,658	$ 30,013	$ 1,081
Contingent	......	15,000	......
Surplus	x$68,658	$ 15,013	$ 1,081
Prev. bal.	284,188	269,174	268,092
P. & L. balance	$215,530	$284,187	$269,174

A decline of about $50,000 is shown in the working capital position of the company.

The working capital position of the company for the past three years compares as follows:

	1924	1923	1922
Curr. assets	$677,758	$710,331	$615,865
Curr. liabs.	149,632	129,454	134,906
Work. capital	$528,126	$580,877	$480,959

WHEN PESANT SELLS INSURANCE POLICY IT USUALLY STAYS SOLD

(Continued from page 14)

20-pay-life type and seldom has he had to make more than one or two calls to secure the desired signature on the dotted line. This is possible because of the high type of citizen he chooses to call upon.

Usually his prospects are those who believe in insurance and quite often are already heavily insured. It is these people, however, whom he finds respond more easily and more readily to sane, sensible insurance argument. Usually he limits the first call to the general topic of insurance plus the gaining of knowledge concerning his prospect's insurance already carried and needs for more. Then after studying each case individually and with the welfare of the prospect and his dependents uppermost, he returns for the second visit armed with ammunition in the way of sound advice as to what policy will serve best and why—ammunition that seldom fails to hit home.

Every Client an Agent

It is by sincerely striving to cover his prospect's needs in this way that Pesant so often comes away with a large-sized policy together with the first premium in cash. But his service does not end with the signing of the papers as is too often the case. Pesant never forgets his clients; he is always in touch with every one of them in the hope that he may straighten out a tangle, smooth over some rough spot or add to the amount of insurance carried. His aim is to make every client an agent and it has undoubtedly brought results. To mention one instance, a client whom he had insured for $50,000, phoned him one day to say that a personal friend of his was prepared to take on $25,000 more insurance. Needless to say Pesant had this man signed up a few hours later. This was not a case of pure luck, however, for Pesant had earned it as a reward for the consistent service he had given the original client. Another case of a somewhat similar nature is one where by personally arranging settlement of one of his deceased client's policy for $40,000, he secured policies of $25,000 each for the two sons of the deceased.

Montreal Fire Insurance Brokers Asking Protection

From Our Own Correspondent.

MONTREAL.—The fire insurance brokers of this province are pressing their campaign to secure protection from those who are only casually engaged in the business, who are acting for employers or who are unlicensed here and are selling insurance in foreign companies. Last week a delegation waited on Premier Taschereau and presented their case with a request for a revision of the law affecting the licensing of agents.

The agents pointed out to the Premier that it was not their intention to try to limit the number of agents, but to ensure that those who were engaged in selling knew their business—in this way it was pointed out that the public would be sold only those policies which met their needs and that for the future, fire losses would be lowered and there would be less litigation over policies which had been sold by those unacquainted with the intricacies of the business.

The premier assured the delegation that he would take the matter up with the Provincial Treasurer, the Hon. Jacob Nicol, with whom the insurance brokers have already discussed their problems.

One of the big points made by the brokers was the fact that agents came from across the border, without a Canadian license and sold insurance in companies which paid no taxes here.

Proposes "Bad" Drivers be Made to Provide Insurance

Motor Vehicle Commissioner Robbins, of Connecticut, suggests legislation to require drivers of motor vehicles to furnish an insurance policy or bond for $10,000 to guarantee their ability to pay damages for injuries to persons or damages to property. Just as quarrelsome persons are put under bond to keep the peace, but peaceful citizens are not, Commissioner Stoeckel would require evidence of financial responsibility only from those who have shown themselves dangerous drivers.

quired it from the provincial government and the present holders have taken over the original agreement. The land closest to the C. N. R. station at Marchand will be used first, and as development takes place the out-lying portions will be settled.

Post office Savings accounts at the end of November last showed a balance in the hands of the minister of finance of $24,247,815.

The Lehigh Valley's

Philadelphia
Express

A convenient train leaving Toronto via Can. Nat'l Rys. nightly at 6:05 and arriving Reading Terminal, Philadelphia, at 9:50 the next morning, with dining car serving breakfast. Returning the Toronto Express leaves Philadelphia 6:15 p.m. and arrives Toronto 8:53 the following morning, with diner serving dinner and breakfast.

Tickets, reservations, and information at City Ticket Office, Canadian National Railways, or Lehigh Valley Office, 13 King Street, West.

Lehigh Valley Railroad
The Route of The Black Diamond

THE EASTERN TRUST COMPANY

THIRTY-SECOND ANNUAL STATEMENT

1924

Total Assets Under Administration Exceed $37,500,000.00

The Thirty-Second Annual General Meeting of the Shareholders of The Eastern Trust Company, was held at the Head Office of the Company, Halifax, N.S., on Tuesday, February 24th, 1925, at 11 o'clock in the forenoon.

The President, Hector McInnes, K.C., presided and submitted the Annual Report, showing profits for the year of $140,068.56, as compared with $124,968.94 for the previous year. Estates, Trusts and Agencies under administration have increased in the same period from $32,293,913.07 to $34,005,196.24. The statement is as follows:

PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDING DEC. 31st, 1924

By balance from previous year	$10,710.27
By profits for year, after deducting charges of management and all other expenses	140,068.56
	$150,778.83
Appropriated as follows:	
To Dividends	$100,000.00
To Auditors' and Directors' fees	12,750.00
To Dominion and Provincial Taxes	14,764.49
To Written off Office Furniture	698.61
To Subscription Dalhousie College	2,000.00
Balance Carried Forward	20,565.73
	$150,778.83

ASSETS

Capital Account:		
Dominion, Provincial & Municipal Bonds	$534,762.03	
Mortgages	351,466.43	
Real Estate held for sale	8,000.00	
Loans on Stocks and Bonds	54,450.38	
Accrued Interest on Mortgages, Bonds, etc.	12,229.65	
Stocks	2,897.98	
Office Premises, Vaults and Safe Deposit Boxes	85,000.00	
Advances to Estates, etc.	651,707.15	
Cash in Bank and on Hand	89,995.28	$1,790,508.90
Guaranteed Trust Account:		
Provincial and Municipal Bonds	$111,197.89	
Mortgages	1,532,000.00	
Loans on Stocks and Bonds	23,000.00	
Accrued Interest on Mortgages, Bonds, etc.	14,002.66	
Cash in Bank and on Hand	54,304.95	
		$1,734,505.50
Estates, Trusts and Agency Account		34,005,196.24
		$37,530,210.64

LIABILITIES

Capital Account:		
Capital Paid Up	$1,000,000.00	
Reserve Fund	150,000.00	
Contingent Reserve Fund	200,000.00	
Profit and Loss	20,565.73	
Loan from Bank	419,943.17	$1,790,508.90
Guaranteed Trust Account:		
Trust Funds for Investment		1,734,505.50
Estates, Trusts and Agency Account		34,005,196.24
		$37,530,210.64
Estates and Trusts distributed during year		$ 1,754,382.76
Trusteeships under Bond issues		38,750,000.00

The following Shareholders were elected Directors:—Hector McInnes, K.C., J. Walter Allison, D.C.L., A. P. Barnhill, K.C., D.C.L., William A. Black, M.P., Hon. R. G. Beazley, M.L.C., A. J. Campbell, K.C., George S. Campbell, D.C.L., William H. Chase, J. B. Douglas, M.P.P., T. H. Estabrooks, J. H. A. L. Fairweather, K.C., H. Carson Flood, Henry J. Hague, K.C., George McAvity, Hon. F. B. McCurdy, D. Lorne McGibbon, Hon. George H. Murray, K.C., Hon. C. W. Robinson, K.C., Colonel J. L. Ralston, Hugh Ross, K.C., Gordon W. Scott, H. R. Silver, O. E. Smith, Francis P. Starr, Gavin L. Stairs, T. F. Tobin, K.C.

At a meeting of Directors held subsequently, the following officers were elected:—Hector McInnes, K.C., President, J. Walter Allison, D.C.L., William A. Black, M.P., A. P. Barnhill, K.C., D.C.L., Hon. Geo. H. Murray, K.C., Vice-Presidents.

AUDITORS' CERTIFICATE

To the President, Directors and Shareholders of The Eastern
Trust Company.

Gentlemen:—

We have audited the books and accounts of your Company, have compared the entries in the cash book with the vouchers, and have found the same correct and in order, and we have been furnished with all information and explanations that we have required.

We have examined the balance sheet of December 31st, 1924, submitted herewith, and certify that in our opinion the respective statements are properly drawn up, so as to exhibit a true and correct view of the state of the Company's affairs to December 31st, 1924, according to the best of our information and the explanations given to us, and as shown by the books of the Company.

We also certify that the investments in each estate are shown therein and are held in the name of each estate, separate and apart from each other and from the Company's investments.

Respectfully submitted,
OXLEY & JOHNSON, Auditors.

Halifax, N.S., February 16th, 1925.

HEAD OFFICE — Halifax, N.S.
R. H. Neilson — General Manager

BRANCHES:

St. John, N.B.
Montreal, P.Q.
Charlottetown, P.E.I.
St. John's, Newfoundland

PRESTON CHARGES NOW SHOW SIGNS OF PETERING OUT

Evidence That Conference Not Factor in Important Rates

From Our Own Correspondent.

OTTAWA.—With W. T. R. Preston back from England and ready to back up his charges made in his report on ocean rates, with Donald Sutherland raking up his political history and the Canadian members of the North Atlantic Conference denying the Preston charges, the stage is set for a merry time.

The Petersen contract, and matters relating to it will go before a special committee. The steamship men urged this, the charges made against them being of a very serious nature. Since the members of the Conference have published their exhaustive statement there has been an inclination to take a number of the Petersen charges rather lightly, this frame of mind being the stronger because of the further demand of British vessels owners for a thorough probe by the Imperial Shipping Board.

The announcement that the ocean rates on grain, flour and cattle are not fixed by the Conference shows that in respect to these important branches of Canada's export trade the ocean rates are being affected by factors other than the Atlantic Conference. It has also been disclosed that the Conference does not fix eastward rates. Another fact brought out that has had effect is that during the last few years Montreal has built up the largest grain-handling trade of any port in the world. And this has been due very largely to tramp steamers, which the Preston report says, have been discriminated against.

It is also now known that the United States Shipping Board is a member of the North Atlantic Conference, and operates over 300 vessels. This being so, it is considered highly improbable that the United States government would have allowed it to keep up rates to the disadvantage of American shippers, and farmers as well.

MORTGAGE MEN AND THE FARMERS SIT DOWN TOGETHER

(Continued from page 1)

a phrase employed by Sir Joseph Flavelle, referring to one of the guests, to emphasize that distance was one of our problems in Canada and that when people of various interests and from different parts of the country got together many of the difficulties melted away. It was so with the cost of money questions. There was a more or less general idea that interest rates and prices were fixed by combinations. In fifty years he had never entered into a trade agreement having to do with prices and his conclusion gained from long experience was that values were controlled by such fundamental factors as supply and demand, costs, risks, etc. It was so with money—the interest rate was fixed by supply and by attendant risks and not by agreement.

President W. A. Amos of the Ontario United Farmers, Vice-president H. E. G. H. Scholefield of the Alberta United Farmers, and J. E. Lynnes of the Quebec United Farmers, spoke of the necessity for the success of agriculture in the success of industry and finance and in bringing general prosperity, but it was Manitoba's representative, A. J. M. Poole, who got right down to the vitals of the agricultural problems of the day.

Mr. Poole stated frankly that he was not anxious to have the government interfere in the matter of farm credits. There was an element in the Western farming community willing to advocate a number of things which he did not think good for the general welfare. He favored better farming in order that there might be a sounder foundation for credit and lower money costs. But he disagreed with those who suggested that mixed farming was the whole solution. There was a tendency to attach too much importance to certain programs. Those who had advocated paternalistic legislation argued that this was the cure-all; this stage had passed. Now there were those who said that everything could be solved by pools and co-operative marketing and others who put all faith in crop rotation.

Getting down to the crux of the situation Mr. Poole expressed his belief that while some or all of these things might help, the farming, after all, depended on the efforts of the individual to run his business efficiently. He mentioned the additional profits to be gained by finishing stock ready for market, in grading eggs to get the best price, in getting a higher standard and price for dairy products, etc. The answer to the whole question he submitted was not so much in what others could do for the farmer as in what the farmer could do for himself.

Making Farm Capital Pay

Mr. Bowman in making his case for better farming as a factor in interest rates brought out the point that no farm could stand the strain of 8 per cent. interest on capital actively employed only six months of the year, as in growing wheat, any more than other business could afford to pay 16 per cent. for money. Western Canada paid a higher rate because of the risks involved. The loaning companies made less profit on Western loans compared with Ontario business for this reason, even though the average

TRAMWAYS DEBENTURES

Montreal Tramways, 5 per cent. debenture stock will, by April 1st, 1925, be converted into 30-year General Mortgage Sinking Fund Gold Bonds, on the basis of $101 of the new bonds for each $100 par value of the existing debentures.

Warrants for $10 covering the 1 per cent. premium will be issued on every $1,000 holding. The holder of less than $1,000 debentures will receive cash for every $100 debenture, in lieu of fractional warrants, on the basis of the price bid for such bonds on the Montreal Stock Exchange on April 1st, 1925.

We should be glad to facilitate the exchange of these securities and the adjustment of $10 warrants.

(No account too small to receive our careful attention).

Dickinson & Walbank

Members Montreal Stock Exchange.
152 St. James Street, Montreal

Branches: Sorel, P.Q., Belleville, Ont.
T. Kelly Dickinson, J. Y. K. Walbank,
M. McLea Walbank.

Penmans Limited

Dividend Notice

NOTICE is hereby given that the following Dividends have been declared for the quarter ending 30th April, 1925:

On the Preferred Stock, one and one-half per cent. (1½%) payable on the 1st day of May to Shareholders of record of the 21st day of April, 1925.

On the Common Stock, two per cent. (2%) payable on the 15th day of May to Shareholders of record of the 5th day of May, 1925.

By Order of the Board.

C. B. ROBINSON,
Secretary-Treasurer.
Montreal, Que., 2nd March, 1925.

Dividend Number 134

Hollinger Consolidated Gold Mines, Limited

(No Personal Liability)

A dividend of 1% on the outstanding capital stock of the Company has been declared payable on the 25th day of March, 1925, on which date cheques will be mailed to shareholders of record at the close of business on the 9th day of March, 1925.

Dated the 28th day of February, 1925.

I. McIVOR,
Assistant Treasurer.

The Sherwin-Williams Company of Canada, Limited

Notice is hereby given that the Fifty-fifth quarterly dividend of one and three-quarters per cent. (1¾%), being at the rate of seven per cent. (7%) per annum, for quarter ending February 28th, 1925, on the Preferred Stock of the Company, has been declared, payable to Shareholders of record the fifteenth day of March, 1925, and that cheques will be mailed on the 31st of March, 1925.

Books not closed.

By order of the Board.

D. A. WHITTAKER,
Secretary-Treasurer.
Montreal, February 24th, 1925.

The Wabasso Cotton Company Limited

Dividend No. 29

Notice is hereby given that a quarterly Dividend of One Dollar ($1.00) per share has been declared on the Capital Stock of the Company, for the quarter ending 31st March, 1925, payable on the 2nd April, 1925, to Shareholders of record at the close of business on the 13th March, 1925.

By Order of the Board.

JAS. R. RITCHIE,
Secretary Treasurer.
Montreal, P.Q., February 12th, 1925.

The Dominion Bank

Notice is hereby given that a Dividend of three per cent. upon the paid-up Capital Stock of this Institution has been declared for the quarter ending 31st March, 1925, being at the rate of twelve per cent. per annum, and that the same will be payable at the Head Office of the Bank and its Branches on and after Wednesday, the 1st day of April, 1925, to shareholders of record of the 20th March, 1925.

By Order of the Board.

C. A. BOGERT,
General Manager.
Toronto, 27th February, 1925.

NEW ISSUE

$7,000,000

Montreal Tramways Company

General and Refunding Mortgage 5% Sinking Fund Gold Bonds Series "A"

Sufficient revenue to pay interest on these bonds is assured to the Company by a contract between the City of Montreal and the Company, ratified by the Legislature of the Province of Quebec, which provides for adjustment of the tariffs of fares, to produce such revenue.

Dated April 1, 1925 — Due April 1, 1955

Interest payable semi-annually (April 1st and October 1st). Principal and interest payable at The Royal Bank of Canada, Montreal, in Canadian gold coin or at the agency of the said Bank in the Borough of Manhattan, City of New York, in United States gold coin; also payable in London as to principal and interest in Sterling at the fixed rate of exchange of $4.866. Coupon Bonds in denominations of $100; $500; and $1,000; registerable as to principal only.

TRUSTEE: MONTREAL TRUST COMPANY

From the accompanying letter of Mr. Julian C. Smith, President, and from other information supplied us, we summarize as follows:—

The Montreal Tramways Company owns and controls the street railway operated in the City of Montreal and in the suburban municipalities on the Island of Montreal. Montreal is one of the most important commercial centres on the continent. The estimated population of the district served is about 900,000. The street railway business of Montreal has been in successful operation for more than sixty years, and the Montreal Street Railway Company, the principal predecessor of The Monreal Tramways Company, paid consecutive annual dividends on its capital stock for more than 30 years. The Company is now paying dividends at the rate of 10% on its common stock.

SECURITY

The General and Refunding Mortgage Bonds will be secured by a direct mortgage on the entire property of the Company now owned or hereafter acquired, subject only to the lien of the First and Refunding Mortgage 5% Gold Bonds presently outstanding or to be issued, but limited to an aggregate amount of $25,000,000 and which mature on July 1st, 1941.

FRANCHISE

The Company's franchise rights are embodied in a contract with the City of Montreal and ratified by the Legislative Act of the Province of Quebec. This contract provides that fares shall be adjusted from time to time to the extent necessary for the Company to receive, after payment of all operating expenses and maintenance and renewal fund payments, an annual return of at least 6% on the capital value of the Company's property as fixed through the franchise contract. The contract continues in effect and is not terminable unless the City exercises the right to expropriate the Company's property in March 1953, or at the expiration of every subsequent five year period, at a value to be fixed by arbitration, plus 10% above such amount.

EARNINGS AND EXPENSES

Fiscal Year ended June 30th, 1924.

Gross Earnings	$12,463,798
Operating Expenses, Taxes and Maintenance	8,875,224
Net Earnings	$3,588,574
Annual Interest Charges on all Bonds outstanding including this Issue	1,958,875
Balance	$1,629,699

Net earnings 1.8 times the annual bond interest charges.

CITY'S INTEREST

The City of Montreal is directly interested in the prosperity of the Company. After the Company receives the stipulated allowances based on appraised Capital values, the City receives $500,000 as an annual rental and a stipulated percentage of surplus earnings.

WE RECOMMEND THESE BONDS FOR INVESTMENT

Price 88 and interest, yielding over 5.85%

We offer these bonds when, as and if issued and received by us.
All legal details in connection with this Issue will be approved by Messrs. Lafleur, MacDougall, Macfarlane & Barclay, Montreal.

Aldred & Co. Limited
Holt, Gundy & Co. **The National City Company Limited**
Greenshields & Co
Hanson Bros. **René-T. Leclerc, Inc.**

The statements contained in this advertisement are not guaranteed but are based upon information we believe to be reliable and on which we acted in purchasing these securities.

March, 1925.